Cloud Security Reseller Playbook

Westcon Comstor

Delivering Results Together

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Westcon-Comstor

There has been, and will continue to be, exponential growth in cloud, leading to greater security spend. Are you ready to take advantage of the millions of dollars in opportunities for cloud-based security?

As cloud adoption increases, the fears of unauthorized access, stolen identities, data/privacy loss and confidentiality/compliance issues are top of mind for your customers. This presents an enormous opportunity for you to help them securely extend to the cloud. In fact, analysts at the research firm Markets and Markets expect more than 15 percent growth in the cloud security market by 2019. That's a US $8.7 billion opportunity.

The Westcon-Comstor Security Practice has grown faster than the market to become the number one global security distributor, developing a dedicated practice at scale. Our strong security ecosystem means we deliver the comprehensive cloud-based security solutions your customers want, and more importantly need to do business today.

Our digital logistics approach integrates cloud and on-premise security products with complementary services to deliver the hybrid solutions that can dramatically expand your reach and revenue. By combining the expertise of our industry-leading Security Practice with a selective, best-of-breed portfolio, global reach and innovative security-in-cloud education, sales, technical and marketing programs, we give you all the tools needed to position yourself as a trusted cloud security reseller.

We created this playbook to enable you to grow your security business with the benefit of cloud solutions. Our portfolio contains many of the top security vendors you trust, as well as cloud-savvy vendors to support your solutions. We also offer a variety of enablement, marketing and training tools and services to get you on your way.

There is a great opportunity awaiting you. Let us help you deliver results together.

Regards,

Heather Allen

Heather Allen
Senior Director of
Security Products Sales
Westcon-Comstor

Transforming Your Business

The Westcon-Comstor Cloud Practice helps you capitalize on the global IT cloud opportunity by enabling and inspiring businesses to grow and thrive. Collaborating with our Security Practice, we are able to address the growing cloud-based security market opportunity by delivering the best solutions, expertise and experience to you.

As the number one global security distributor, we know what it takes to prosper in the security market and to help grow your business. Using our digital logistics approach, we provide you with the hybrid solutions — products + cloud + services — that will strengthen your customers' security posture so you can capitalize on the promise of cloud.

Our Five Cloud Promises

1 We enable you to thrive in the digital services market, to drive long-term value throughout the channel.

2 We keep you at the center of the digital services life cycle, to ensure you profit from every transaction.

3 We systematically identify, qualify and onboard new vendors and products, to ensure a comprehensive cloud solutions portfolio.

4 We offer hybrid (digital, physical and services) solutions, to help you meet end-customers' business needs with ease.

5 We bring global reach and scale, with local expertise, to quickly, efficiently and seamlessly help you enter new markets.
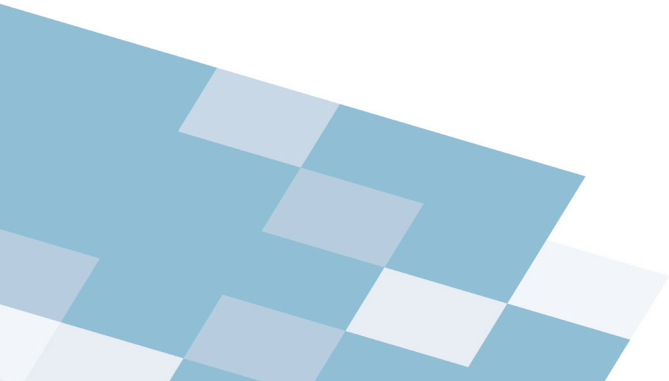
Key Differentiators

- Dedicated Security and Cloud Practices ready to work with you to transform your cloud-based security businesses.

- Legacy security vendors, as well as born-in-the-cloud security vendors to ensure you have comprehensive vendor and solution choices.

- Technical, Global Deployment, Financial, Managed and Business Operations Services to augment your capabilities, extend your reach, support your business transformation and accelerate your success.

- Sales enablement programs to empower your sales teams to understand, apply and capitalize on market trends with complementary product and service opportunities, and go-to-market strategies and tactics.

- Marketing services that offer a full suite of marketing campaigns from high-touch demand generation to customized communication plans.

Westcon-Comstor Contacts

For more information or if you have questions you can contact the following:

Westcon-Comstor Cloud Practice

Westcon-Comstor Cloud Team

Program Manager:
Frank Jacobs

Program Manager:
Howard Orocu

Senior Director of Cloud Solutions:
Matt Karst

Westcon Security Practice

Senior Director of Security Products, Sales: Heather Allen

Interested in Becoming a Customer?

Partner with us to strengthen your market position and your bottom line. Our account managers and engineers deliver customized, innovative solutions for you and your customers. The Westcon Financial Services Team is able to help you finance these solutions through in-house programs and partnerships with various companies to assist you in growing your business.

Need more info on becoming a customer of Westcon-Comstor?

Credit Application

Click Here

Fax to:

Fax the completed paperwork and supporting documents to New Accounts at **+1 877 937 5552**
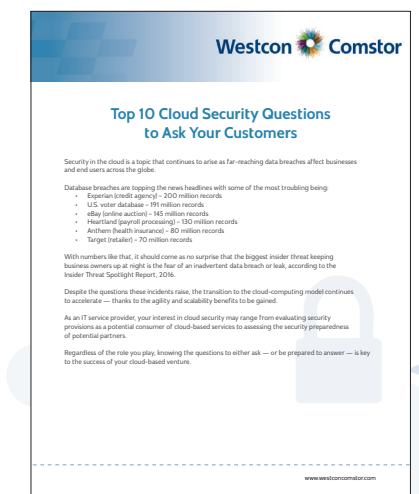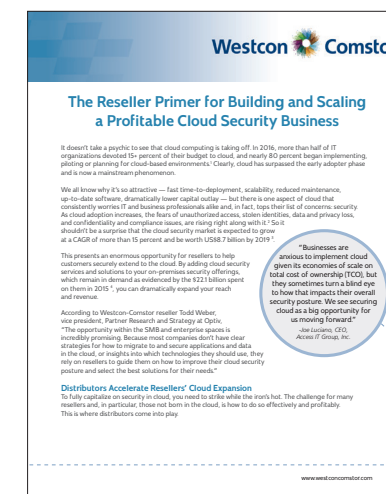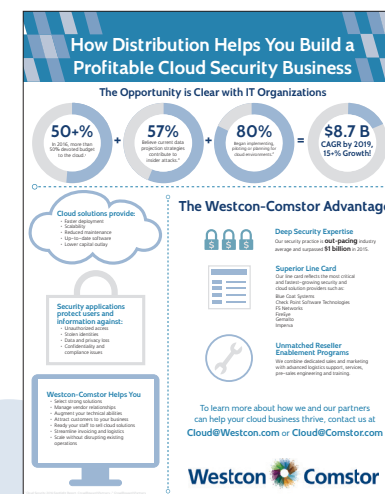
Mail to:

**WestconGroup North America, Inc.
Attention: Credit Applications
14840 Conference Center Drive, Suite 200
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Credit application questions

+1 800 527 9516

Resources for You and Your Customers

OUR VENDORS

We are spotlighting the following vendors in this program. To help you get acquainted with these vendors and their cloud offerings, we have compiled the following information for each offering. This is only a subset of our cloud security vendors. Please review the Westcon-Comstor portfolio for a complete list of available vendors and solutions.

BLUE COAT

Endorsed by Network. Trusted by Security. Empowered by Cloud.

A leader in advanced enterprise security, Blue Coat provides superior Network + Security + Cloud protection for 15,000 organizations every day, including 88 of the 100 largest global companies. Through the Blue Coat Security Platform, Blue Coat unites network, security and cloud to deliver maximum protection against advanced threats while minimizing the impact on network performance and enabling cloud applications and services. Together with Westcon Security, Blue Coat empowers customers to quickly analyze and resolve potential attacks and breaches, even in the largest, most demanding networks.

Product Overview

The Elastica CloudSOC platform empowers organizations to confidently use cloud applications and services while staying safe, secure and compliant. Applying advanced data science and machine learning, Elastica CloudSOC taps real-time user traffic, native SaaS APIs and other data sources to provide a single pane of glass for monitoring and controlling SaaS applications.

The platform's Elastica Apps cover the full life cycle of cloud application security, including:

- Auditing of shadow IT
- Real-time detection of intrusions and threats
- Protection against intrusions and compliance violations
- Investigation and forensic analysis

Assets

Blue Coat Elastica AAG

Contact Information

To explore the promising opportunities Blue Coat can create for your practice, contact Westcon Product Sales Manager, James Johnson.

Blue Coat Website
CASB Website

Check Point® SOFTWARE TECHNOLOGIES LTD

ONE STEP AHEAD

Advanced Protection for Cloud

Check Point vSEC is a family of products that delivers advanced threat prevention security to public, private and hybrid cloud and software-defined data center environments.

Product Overview

Supporting leading network virtualization solutions such as VMware NSX and Cisco ACI, vSEC enhances native micro-segmentation to provide real-time proactive protections for East-West traffic inside virtual data centers. The Check Point vSEC Controller integrates with Cloud Orchestration Management platforms such as VMware NSX and vCenter, Cisco ACI, Open Stack and Alcatel Nuage (coming soon), allowing automated security service insertion, context sharing of security groups, tags and threat information as well as automated quarantine and remediation of infected VMs. vSEC gives customers complete traffic visibility and reporting in addition to proactive protection from even the most advanced threats within virtual network environments.

vSEC public cloud solutions seamlessly extend advanced security protections to leading public and hybrid cloud environments such as Amazon Web Services, Microsoft Azure and VMware vCloud Air. Flexible and expandable, vSEC fits the dynamic needs of cloud deployments to securely enable connectivity from enterprise networks to public and hybrid cloud infrastructures while inspecting all data entering and leaving private subnets in VPCs. Centrally managed by the gold-standard in security management, vSEC provides

consistent security policy enforcement and full visibility across both on-premise and public cloud networks.

vSEC is also designed to support popular hypervisor technologies such as VMware ESX, Microsoft Hyper-V and KVM, delivering comprehensive security to protect dynamic virtualized environments from internal and external threats.

Assets

vSec for Amazon Web Services
vSec for Cisco ACI
vSec for Microsoft Azure
vSec for VMware NSX
vSec for VMware vCloud Air
Check Point SEC Battle Card
Check Point Microsoft Battle Card

Contact Information

Secure your future today. Contact Westcon Product Sales Manager Brittany Tobiasen.

Check Point Resources
Check Point Blog

The Silver Lining for Cloud Security

F5 helps organizations seamlessly scale cloud, data center and software-defined networking deployments to successfully deliver applications to anyone, anywhere, at any time. In fact, 48 of the FORTUNE 50 rely on F5 products and solutions to ensure applications are always protected and perform the way they should.

Together with Westcon Security, F5's mission is to drive your business forward, based on a solid foundation of agility that delivers new ways to provide services and generate true business value.

Product Overview

More cloud-based applications are being deployed than ever before. This presents the challenge of finding flexible and cost-efficient ways to deploy and scale application services across multiple environments, including public and private data centers, without scaling out IT resources, infrastructure and staff.

F5's Silverline cloud-based application services, and the experts who manage them, let organizations rapidly deploy enterprise-grade application services across hybrid environments — minus upfront investments in IT infrastructure and support.

F5 Silverline DDoS Protection is a service that detects and mitigates even the largest of volumetric DDoS attacks before they reach the network.

F5 Silverline Web Application Firewall is a cloud-based service built on BIG-IP Application Security Manager (ASM) to protect web applications and data, as well as ensure compliance with industry security standards, such as PCI DSS.

BIG-IP VE for Public Cloud or Private Cloud hyperscales and secures the infrastructure during high query volumes and DDoS attacks, and keeps global applications online. It delivers complete DNS security, protecting the infrastructure from the latest threat vectors and strengthening security.

Contact Information

Get started transforming your cloud security business with F5 by contacting Westcon Product Sales Manager Paul Foote today.

F5 Website

Expertise. Technology. Intelligence.

FireEye provides a unique combination of expertise, technology and intelligence that is unmatched in the security industry. FireEye technology enables near real-time detection of cyber threats across multiple threat critical vectors and empowers rapid response to accelerate the alert-to-fix cycle. FireEye iSIGHT Intelligence provides organizations with tactical, operational and strategic intelligence to help organizations proactively assess threats, detect and prevent attacks, and build attack context for security alerts.

Product Overview

FireEye as a Service

FireEye as a Service provides continuous compromise assessment, proactive analyst-driven hunting and response, using FireEye products and intelligence to detect signs of intrusion early, rapidly investigate and provide the answers needed to respond effectively. In most cases, detection-to-response occurs within hours, drastically minimizing the scope, impact and cost of a breach.

FireEye Cloud Email Security

Most cyber attacks begin with a single email. And traditional email security systems often fail to detect the variety of threats in those emails.

FireEye Email Security:

• Reduces the risk of unauthorized access to people, data and assets

• Protects the end-customer's brand and reputation by preventing high-profile breaches

• Provides the what, who and why of threats and threat actors, optimizing the operational efficiency of valuable security resources

• Offers on-premise, cloud and hybrid deployment options

FireEye Cloud Email Security

FireEye Email Threat Prevention (ETP) is a cloud email security offering that combats today's advanced email attacks and provides anti-spam and antivirus software protection. With no hardware or software to install, FireEye Email Threat Prevention Cloud (ETP) is an ideal solution for organizations migrating their email to the cloud.

FireEye ETP integrates seamlessly with cloud-based email systems, allowing businesses to easily move from an on-premise email system to a cloud solution, such as Office 365 with Exchange Online Protection.

Assets

FireEye Overview FaaS Email pdf
FireEye TAP and AWS Securing the Cloud pdf

Contact Information

Help your customers outsmart cyber attackers when you partner with Westcon-Comstor and FireEye. Contact Westcon Product Sales Manager Erin Hammond.

FireEye Website
FireEye Email Security Website
FireEye as a Service Website
FireEye Blog

www.westconcomstor.com/cloud

![gemalto — security to be free]

Bringing Trust to the Digital World

Gemalto is a global leader in digital security, bringing trust to an increasingly connected world. Gemalto delivers a vast range of solutions to businesses, governments and other organizations, protecting identities and data so they're kept safe wherever they are: in personal devices, connected objects, the network, the cloud and all points in between.

Product Overview

Secure Migration to the Cloud and Virtual Data Centers — Maintains ownership and control of sensitive information, manages privileged user access and safeguards against the damage of exposure of data as end customers migrate to virtual data centers or multitenant public cloud environments.

Secure Encryption for Sensitive Data in the Cloud — Ensures transparent, efficient, and unmatched data protection using Gemalto's portfolio of encryption solutions — securing sensitive data in databases, applications, file servers, virtual instances and machines, and storage in your customers' virtual, public cloud and hybrid environments.

Cloud Access Control Center — Extends secure access to the cloud through identity federation, leveraging existing authentication infrastructures to extend users' identities to the cloud, enabling unified access control policies for both cloud and network applications.

Secure Cryptographic Keys in the Cloud — Delivers on-demand, elastic crypto services for data protection via cloud environments. Manages crypto and encryption services, including storage of cryptographic keys, and centralized key and policy management simply, efficiently and securely.

Secure Data in Motion in the Cloud — Safeguards data in motion with high-speed Layer 2 encryption designed to meet network performance demands for real-time low latency and near-zero overhead to provide security without compromise for data traversing the cloud.

Contact Information

Put the "trust" back in trusted advisor with Westcon-Comstor and Gemalto. Contact Product Sales Manager Teague Dufresne today to get started.

Gemalto Cloud Security Website

![IMPERVA SKYFENCE]

Cyber Security for What Matters Most

Imperva is a leading provider of data and application security solutions that protect business-critical information in the cloud and on-premises. Founded in 2002, Imperva has enjoyed a steady history of growth and success, generating $234 million in 2015, with more than 4,500 customers and 300 partners in over 90 countries.

Imperva has a singular purpose: to defend business-critical information and applications from cyber attacks and internal threats. With an integrated security platform, Imperva data center security provides tools to combat attacks, theft and fraud; mitigate risk and streamline regulatory compliance.

Product Overview

The Imperva Skyfence Cloud Gateway is a Cloud Access Security Broker (CASB) that provides visibility and control over sanctioned and unsanctioned cloud applications to enable their safe and productive use. With Skyfence, organizations can discover SaaS applications, assess related risks, enforce controls to prevent account-centric threats, meet compliance requirements and protect data in the cloud.

Imperva Skyfence consists of two main services that can be purchased separately or together as a suite. The first, Cloud Discovery and Governance, gives organizations a deep understanding of applications in use, users, security settings and where data is stored.

The second, Cloud Audit and Protection, provides granular access controls for both managed and unmanaged devices, advanced threat detection and prevention features, and real-time risk remediation options (e.g., alerting, blocking an action, blocking an account altogether, enforcing multi-factor authentication).

With Imperva Skyfence Cloud Gateway:

- Discover unsanctioned apps and "Shadow IT" use
- Enforce BYOD access rules
- Prevent data leakage in the cloud
- Control data and file sharing
- Protect against cyber threats
- Identify security and compliance gaps

Contact Information

Help your customers secure what matters most— whatever that may be. Contact Product Sales Manager Jessup Lebowitz today to get started.

Imperva Website
Imperva Skyfence Website

Imperva

Skyfence

Westcon-Comstor is your partner for Cloud Security solutions. Contact us and unlock new opportunities today.