McAfee®

McAfee Security-as-a-Service

Frequently Asked Questions (FAQ) about Security SaaS

Q: What is McAfee Security-as-a-Service?
A: McAfee Security-as-a-Service solutions are designed to provide organizations of all sizes, from small to large enterprises, with a comprehensive set of security products built on a Software-as-a-Service model. This strategy leverages McAfee's core strength in threat prevention, our diverse SaaS portfolio, and our industry-leading global threat intelligence, powered by McAfee Avert Labs.

Q: What is Software-as-a-Service (SaaS)?
A: SaaS is software owned, delivered, and managed remotely by the vendor. The vendor provides Internet access to the application, as well as maintenance and upgrade services. The infrastructure and IT operations supporting the applications are also provided by the vendor. In a manner of speaking, SaaS applications are leased, rather than purchased, and they're managed completely by the vendor that "leases" them. This approach contrasts with the traditional, on-premises model, in which the customer purchasing software is responsible for installing it, as well as maintaining and upgrading it.

Q: Why is McAfee offering both Security SaaS and traditional on-premises applications?
A: Customers are seeking flexibility in how they deploy software. McAfee wants to offer customers a choice in how they use our solutions to protect their environments. Customers can choose to deploy McAfee solutions on their own infrastructure and manage the applications themselves. Or they can choose to deploy the solutions as Security-as-a-Service, where the application is installed and managed on McAfee's own infrastructure. Customers pay a periodic "subscription" rather than an upfront investment. McAfee Security SaaS solutions are also faster to deploy with a lower total cost of ownership because customers leverage McAfee's scale and expertise.

Q: What's driving demand for Security SaaS?
A: With tight budgets and a shortage of staff to administer and manage software systems, many IT departments are delaying some technology purchases, including much-needed security products. At the same time, security threats are on the rise. Security SaaS is a way to address both situations: customers can protect their environments while minimizing upfront investment. Customers leverage McAfee's infrastructure and expertise while purchasing software on a subscription basis. Security SaaS provides a predictable cost stream and the ability to pay for only the user licenses needed.

Q: What types of customers purchase SaaS?
A: Enterprise customers who:
  • Do not want or need to develop expertise around deploying and managing McAfee solutions
  • Already outsource software or run other software via a SaaS model
  • Cannot obtain budget approvals to purchase perpetual licenses
  • Have a time-sensitive need for security solutions

Small and medium-sized customers who:
  • Have limited security expertise
  • Have limited resources to dedicate to managing software applications
  • Need to quickly and easily manage all threat vectors at minimal cost

Q: What benefits should customers expect to receive from a SaaS-based security model?
A: McAfee Security-as-a-Service solutions are instantly accessible and require minimal setup, allowing customers to secure their business in minutes. By running security as a cloud-based SaaS solution, customers can reduce capital investment, eliminate onsite administration, and reallocate IT resources to projects better aligned to their expertise. And because McAfee Security-as-a-Service solutions access

our Global Threat Intelligence technologies, customers get immediate, up-to-the-minute threat protection to ensure data, systems, and networks are instantly and always secure.

Q: What makes McAfee's approach unique?

A. *Diversity*—Customers can source multiple Security SaaS solutions from McAfee, thereby reducing acquisition costs and building a long-term partnership.

Maturity—With nine years of experience developing and delivering SaaS solutions, we can offer our customers more mature, stable, robust products.

Reliability—Since the portfolio is powered by McAfee's own Global Threat Intelligence technologies, supported by an award-winning research team, customers gain peace of mind by knowing that protection is current without having to rely on internal resources to update.

Q: Which individual products are included?

A: The McAfee Security SaaS portfolio includes:

McAfee Total Protection Service—Delivers one integrated endpoint, email and web solution that protects desktops, servers, and other devices against viruses, spyware, spam, hackers, vulnerabilities, and web threats—all managed online by McAfee SecurityCenter.

McAfee Email Security Service—Stops email-borne attacks and spam before they reach your network and enforces outbound email policies to prevent sensitive data leaks.

McAfee Web Protection Service—Stops malware and other web-borne threats, using URL-filtering and McAfee TrustedSource™ reputation-based security technology to enforce security policies in real time.

McAfee Vulnerability Assessment SaaS—Provides accurate vulnerability scanning and actionable reporting to confirm the security of an organization's web applications and network perimeter.

McAfee PCI Certification Service—Scans web applications and provides remediation assistance and reporting to help merchants successfully satisfy Payment Card Industry security compliance demands.

McAfee Partner Security Service Program—Provides value-added partners with a toolkit in the form of an online Partner Security Dashboard that allows MSPs, MSSPs, and other service providers to deliver managed services based on McAfee SaaS technology.

Q: How is McAfee Security SaaS priced?

A: McAfee Security SaaS solutions are typically priced on a per-node or per-user basis and are sold as an annual subscription. Some solutions are also available via multiple year subscriptions. Please consult your sales representative.

Q: Where can I find more information on McAfee Security SaaS solutions?

A: For more information and for a trial of our SaaS solutions, please visit our website: www.mcafee.com/saas.

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