CASE STUDY

Managed Security Service Provider Chooses Lastline For Advanced Malware Protection

The Challenge

Cellopoint’s UTM product combines four layers of protection, including anti-spam and anti-virus engines. However, the security company quickly realized that traditional, signature-based methods were not sufficient to provide complete protection to its end-users. It needed a solution capable of defending against advanced malware that is specifically designed to evade detection by “next-generation” security tools like sandboxes, firewalls and intrusion prevention.

“At Cellopoint, we offer our clients a traditional Unified Threat Management (UTM) system for Email—an integrated security solution deployed in front of a mail server. Although we provide our customers with a multi-layered defense system, we began to realize it was no longer a sufficient stand-alone tool to protect against all types of existing threats. We needed a product that could detect and stop emerging and evasive malware as well.”

The Solution

Cellopoint began looking for an advanced persistent threat (APT) solution that could interoperate with its UTM system. They initially chose Lastline® because it could be easily integrated with its existing solution. After working with Lastline first-hand, and recognizing the flexibility and scalability a software-based solution inherently has, Cellopoint decided to not only add another module to its UTM product, but also to offer a host-based solution to its end-users.

“Lastline offered us a solution that made sense for our business model. Easy implementation and a multi-tenant architecture allowed us to provide the email protection to our end-users that they desire. The solution checked all of our boxes. And then some.”

FLEXIBLE INTEROPERABILITY

Lastline’s unrivaled API capabilities allowed Cellopoint to easily integrate Lastline’s software solution with its existing security infrastructure to add advanced malware detection and better protection against advanced cyberthreats. Cellopoint can easily add ATM Probe, its new defense module powered by Lastline, to all UTM products to convert them into APT-blocking devices.

EXECUTIVE SUMMARY

Industry
Managed Security Service Provider (MSSP)

Company
Cellopoint International Co.

Description
Leading provider of managed email security and risk management

Challenge
Protect against advanced persistent threats and zero-day malware delivered through email

Solution
Lastline Enterprise

Results
Cellopoint utilizes Lastline’s software platform to provide additive intelligence to its Unified Threat Management product. With Lastline, Cellopoint can provide a managed and hosted solution to its customers that thoroughly inspects emails for advanced malware.

“The solution checked all of our boxes. And then some. As Lastline’s platform scaled technically, Cellopoint scaled financially.”
ACTIONABLE THREAT INTELLIGENCE

Lastline Enterprise’s flexible software solution allowed Cellopoint to expand its service reach and scale to cover the needs of all of its customers. Its flexible multi-tenant architecture offered the ability to deploy physical appliances on commodity hardware or virtual appliances, so Cellopoint and its customers could deploy unmatched malware protection without having to worry about expensive proprietary hardware costs.

“As Lastline’s platform scaled technically, Cellopoint scaled financially. With the help of Lastline, Cellopoint customers now have enhanced protection without the accessory financial burdens of additional investments on their own defense systems. End-user worries about total cost of ownership disappear, and that’s just good for business.”

The Results

Without any change in infrastructure or in their UTM platforms, Cellopoint UTM end-users are more protected from advanced malware attacks. Cellopoint’s APT probe, powered by Lastline, can detect and stop advanced persistent threats, zero-day attacks, and evasive malware through email before damage occurs.

“APT protection traditionally requires high investment on the part of the end user. Cellopoint’s collaboration with Lastline changes that. We can now offer our customers APT protection as a managed service.”

Superior Protection, Simple to Try Out

When choosing Lastline, you gain the visibility you need to detect and respond to the advanced threats that other security tools miss.

Request a demo today at: http://go.lastline.com/request-lastline-trial.html