SONICWALL®

TECHNOLOGY COMPANY OFFERS SECURITY-AS-A-SERVICE

Speros delivers firewalls and management software as a service, enabling its customers to get the protection they need with no up-front capital expenditures

Business need

The capital costs of purchasing a firewall were a roadblock to some of Speros's customers, especially those who knew their security needs would change over time.

Solution

SonicWall Security-as-a-Service (SECaaS) is a flexible, affordable subscription-based service provided by a participating SonicWall SECaaS partner. SECaaS enables their customers to detect and block a wide range of advanced and emerging threats, including intrusions, viruses, spyware, worms, Trojans, key loggers, rootkits, botnets and zero-day malware.

Results

By offering next-generation firewall solutions as a service, Speros provides its customers with comprehensive, up-to-date network security with no up-front costs — and ensures a solid recurring revenue stream for itself.

Benefits

- Replaces the up-front capital expense of purchasing a firewall with a monthly fee
- Ensures customers have the performance and capacity they need by allowing them to upgrade their firewalls annually
- Delivers better security by enabling customers to use higher performing firewalls than they might be able to purchase outright
- Enables MSPs to provide a comprehensive security offering

Solutions at a glance

- SonicWall Security-as-a-Service (SECaaS)

"Security-as-a-Service is a game-changer for MSPs. We can provide a complete package to our customers — services, management, monitoring, everything."

KEITH FLETCHER, CHIEF OPERATING OFFICER SPEROS

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TECHNOLOGY YOU CAN TRUST   Est. 1984

CUSTOMER PROFILE

Company	Speros
Industry	Information Technology
Country	United States
Website	www.speros.com