

EXECUTIVE SUMMARY

Security is the most lucrative managed service which Telcos can offer

- The damage inflicted by cyber attacks is growing, and managed service clients are willing to pay for premium security services
- Security managed services consist of a large portfolio of revenue-generating solutions: Zero Trust, NFV, IoT, SD-WAN and Edge Computing
- Security services are extremely sticky, and significantly decrease churn

Check Point is the industry leader in security products and solutions

- 20 times NSS-recommended threat prevention provider, with a 100% cyber-attack catch rate
- Threat Intelligence blocking 7,000 zero-day files per day, powered by ThreatCloud – the most extensive global threat database with 86 billion IoCs
- Best security performance – hyperscale-ready platforms delivering threat prevention at speeds of up to 1.6 Tera-bps

Check Point's offering brings exceptional value to Telcos and their managed services customers

- Reduce OpEx by up to 40%, and CapEx by up to 20%, through a unified security architecture
- Accelerate time to market using flexible consumption-based models such as Pay-as-you-Go
- Enjoy products and solutions specifically tailored to Telcos

Protect Managed Service Clients from Cyber Attacks

Cyber attacks are increasing in frequency and sophistication, impacting about 50% of all companies. Businesses are vulnerable as they use traditional protection methods such as anti-virus, previous generation firewalls and intrusion prevention systems (IPS). Those basic security methods do not protect them against more advanced multi-vector attacks like malicious payloads or web application intrusion. The growing security challenge facing all businesses provides a great opportunity for Telcos to partner with Check Point and offer lucrative managed security services that generate substantial revenue and significantly reduce churn.

Benefit from a Full Range of Offerings

Check Point delivers several different solutions to Telcos, all designed to match the needs of managed service customers across all business sizes and industries.

SMB Security: A comprehensive portfolio of managed service solutions tailored for SMBs, providing enterprise-grade security for network, cloud, mobile and endpoint, with industry-leading threat prevention and unified security management.

SD-WAN Protection: A full security solution for enterprises which are moving their branch offices from MPLS lines, backhauling traffic through the datacenter, to a cloud-based SD-WAN communications scheme.

Security VAS: Solutions for consumers and SOHO which include network protection services, such as Clean Pipe, as well as protection services for endpoint and mobile. These solutions do not require any installation on the customer premises.

Digital Transformation: A set of products to help in moving managed service clients to the cloud: public and private cloud security, SaaS delivery protection, cloud posture management, and more. Cloud security is available in a Pay-as-you-Go consumption model.

IoT Protection: Solutions for IoT-heavy verticals such as smart offices and buildings, healthcare and manufacturing. IoT protection provides risk analysis, auto network segmentation and advanced threat prevention, to defend customers against network and device-level attacks.

Edge Computing Security: Security for distributed IT architectures in which computing resources are placed where they are physically needed. Edge computing security handles both dynamic cloud security and threat prevention on-premises, covering all locations of computing resources.

5G and LTE Core Network Security: An offering focused on the protection of the Telco's core network, with the goal of preventing attacks specific to 5G and LTE protocols and architectures.

Providing Security Services Is Extremely Profitable

Managed security services generate significant revenue and provide high margins. In addition, these services are not a monolithic offering but a unified suite of components that handle security across datacenters, cloud, networking, endpoint, mobile and IoT, and can be sold independently or together. This allows Telcos to create custom value-add security service packages for customers of different sizes and market segments.



Also, as opposed to other managed services, once a customer feels protected and secure they are less likely to switch from one service provider to the next. This is a very important consideration when thinking of lowering churn.

Reduce Your Expenses



CHECK POINT
INFINITY

Check Point's products are all based on its Infinity Architecture, a consolidated security framework. This leads not only to a stronger security level, but also to about 40% improvement in operational efficiency, facilitated by the move to a single security management solution, with fewer products to deploy and manage. In

addition, a ~20% reduction in security costs is enabled by the Infinity Total Protection business model – a simple all-inclusive, per user, per year consumption plan.

Infinity allows the Telco to have a unified view of its customers' threat landscape and security policy from one single console, no matter which services they choose to utilize. Also, managed service clients can get real-time updates on security threats through a cyber-attack dashboard. All that increases the service provider's security productivity, enabling them to reduce both OpEx and CapEx.

Accelerate Time to Market

Managed service clients tend to shy away from up-front financial commitments. This trend grows as the world is moving to SaaS consumption. The Check Point Metered License solution introduces a Pay-As-You-Go pricing model for charging customers by actual usage. The solution allows the Telco to provide comprehensive protection for private and public clouds using a multi-layered security architecture. The Pay-as-you-Go concept resonates very well with clients and makes their purchase decisions easier.

Reduce Your Expenses

Check Point offers the service provider a long-lasting partnership. The company has been working with Telcos for decades and has acquired unique knowledge of their specific needs and requirements. Check Point's products and services are all carrier-grade, complying with the strictest industry standards. The Check Point team works with the Telco's IT, networking and security teams to ensure that the service provider's brand and service excellence are backed by Check Point's top-notch security products.

Check Point: The Leader in Telco Security Products

Check Point's security products and technologies lead the industry with a 100% cyber-attack catch rate. ThreatCloud, the industry's most comprehensive threat intelligence database, processes 86 billion security decisions, emulates 4 million files, and blocks thousands of zero-day threats each day. Check Point's comprehensive portfolio of security solutions across the datacenter, network, cloud, mobile, endpoint and IoT, protects businesses from the most sophisticated cyber attacks.

Third party analysts and measurement companies agree that Check Point is a security leader that has consistently delivered innovative security solutions for the last 20 years. Check Point has been a Security Leader in Gartner's Network Firewall Magic Quadrant and an NSS-recommended threat prevention provider for 20 years.



Telcos are in the forefront of connecting people. Check Point can help in making those connections safe and secure.