



DATA SHEET



Key Criteria for Selecting a Managed Security Services Provider

Choosing the right managed security services provider (MSSP) to help manage IT risk is critical. When evaluating an MSSP, companies should consider not only experience and the ability to execute, but also long-term stability, vision, and breadth of expertise and support. This document summarizes how VeriSign® Managed Security Services (MSS) meet key criteria for MSSP selection.

+ Execution Capabilities

Financial Status (Annual Revenue)

- VeriSign is a publicly listed company (NASDAQ:VRSN) with a strong financial position. VeriSign reported revenue of \$1.66 billion in 2005, with pro forma net income of \$112 million. VeriSign is a member of both the NASDAQ 100 and S&P 500.
- VeriSign MSS business growth has exceeded the industry average for the last three years.
- VeriSign is one of the largest MSSPs in the world, with thousands of customer devices under management.

Management Experience

A key element in VeriSign's success is the strength and maturity of its management team. The MSS executive ranks include industry veterans from technology, consulting, and security organizations.

Channel Partner Strategy

- VeriSign offers its managed security services both directly to customers and through strategic channel agreements with category leaders in the telecommunications, systems integration, business continuity, and managed network service industries.
- In 2005, a significant portion of VeriSign MSS business came from strategic channel partners. In 2005, Global Crossing and Equant announced strategic alliances to resell VeriSign MSS.



Where it all comes together.™



Brand Recognition

VeriSign is regularly quoted as an authority in information security by major business, industry, and trade publications (including The Wall Street Journal, The New York Times, USA Today, Business Week, Information Week, CIO magazine, CSO magazine, Information Security, Network Magazine, Computerworld, and InfoWorld). Gartner lists VeriSign in the Leaders Quadrant for MSS providers¹. To view a copy of this report, please go to www.verisign.com/dm/gartner-mssp.

+ Vision and Strategy

Investment in Research & Development

VeriSign is committed to continually investing in MSS research and development (R&D) to maintain and enhance its market leadership. VeriSign invests more than 15 percent of annual MSS revenue in R&D.

An example of VeriSign's investment in technology is TeraGuard, VeriSign's proprietary information management architecture. TeraGuard provides fast and reliable event collection, correlation, corroboration, and prioritization. Now in its fourth generation, TeraGuard includes the following key features:

- VeriSign's proven, highly scalable, high-performance security-event management architecture provides a single, unified event infrastructure that includes data collection, normalization, categorization, and reporting technologies.
- VeriSign's award-winning Security Defense Appliance (SDA) enables collection and processing of security data and events. Data from firewalls, vulnerability scanning engines, intrusion detection prevention sensors, other network devices, and hosts is processed into normalized event schema prior to transport to VeriSign Security Operations Centers (SOCs).
- TeraGuard provides the capability to accurately correlate and corroborate events—on individual devices, across many heterogeneous devices, across customers, and across multiple data sources—including data gathered via VeriSign® iDefense® Security Intelligence and via VeriSign's unique position in the Internet infrastructure.

Breadth of Product Line

VeriSign has one of the most robust service offerings in the industry. Offerings include management and monitoring of firewalls and network and host-based intrusion detection/prevention devices, log monitoring, security risk profiling, vulnerability management, iDefense Security Intelligence, and phishing response services.

- With VeriSign's strong focus on vendor neutrality, VeriSign Managed Security Services support a wide range of market-leading commercial and open-source security products.
- VeriSign complements its managed services with a consulting organization whose depth and breadth of experience is unparalleled. VeriSign® Global Security Consulting includes risk and compliance assessments, technology assessments, programs and policy development, architecture and design, disaster recovery and business continuity planning, identity management and authentication, and more.

¹ Gartner, Inc., "Magic Quadrant for MSSPs, North America, 2H05" by Kelly M. Kavanagh and John Pescatore, December 30, 2005.



Management Processes

- VeriSign Managed Security Services have proven, well-documented processes for the entire lifecycle of security management, including provisioning, change management, event correlation, and incident management.
- VeriSign MSS operations undergo regular independent audits, including SAS 70 Type II.

Device Management Technology

- At the heart of VeriSign MSS is a combination of off-the-shelf commercial and open-source tools and core intellectual property that MSSPs require to operate an enterprise-ready security infrastructure.
- VeriSign's SDA eliminates the information footprint that most MSSPs leave behind when managing multiple devices at a customer site. By opening up a single IPSec tunnel for all data traveling to and from VeriSign SOCs, the SDA reduces bandwidth costs and allows VeriSign to take advantage of each vendor's management platform for optimal configuration and change management processes. Out-of-band communication to the device provides a secondary access method and significantly increases the availability of VeriSign MSS.
- Advanced operational support systems provide secure monitoring and management of customer operations with well-defined interfaces to drive efficiencies and standardization of service delivery.

Analysis and Reporting

The Web-based VeriSign® Enterprise Security Portal provides a detailed view of each security device under VeriSign management. It includes a variety of reports per device type, and access to an ad hoc query engine for sophisticated analysis of security events across multiple platforms and locations. Access to the system is secured with token-based authentication and SSL encryption.

+ Learn More

For more information about VeriSign® Managed Security Services and VeriSign® Global Security Consulting, please call 650-426-5310, email enterprise_security@verisign.com, or visit us at www.Verisign.com.

+ About VeriSign

VeriSign, Inc. (Nasdaq: VRSN) operates intelligent infrastructure services that enable and protect billions of interactions everyday across the world's voice and data networks. Additional news and information about the company is available at www.verisign.com.

Visit us at www.Verisign.com for more information.

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