

Intrusion.com Expands Its Focus On Managed Service Provider Technology Requirements

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Intrusion.com enhances products to meet the business needs of managed service providers worldwide

Intrusion.com, Inc, a leading provider of enterprise security solutions for the information-driven economy, today strengthened its commitment to Managed Service Providers (MSPs) by announcing its Managed Service Provider (MSP) account teams. The teams are charged with enabling managed service providers to be successful with firewall, VPN and intrusion detection managed service offerings. There are two teams, one located in London to service the international market and one in the United States. To deliver on this commitment Intrusion.com has developed a four-phase implementation plan driven by its professional services department.

“The market for managed services is growing rapidly and managed service providers have a real need for vendor partners that can help them to deliver their advanced security offerings efficiently,” said Neil Venus, director of international MSP sales, Intrusion.com. “We recognised the MSP market as a key one for our products at a very early stage,” he continued. “The dedicated teams that we have assembled to offer MSPs comprehensive support will enable them to launch their security offerings successfully and provide customers with a highly competitive service.”

Managed service providers have often experienced difficulty in working with off-the-shelf products. Intrusion.com has engineered its security solutions to combat this problem and best suit the individual needs of managed service providers. According to Ryon Packer, executive director of product management at Intrusion.com, the company has put a development team together that has engineered products specifically for the MSP market.

“We evaluated several security products out there to find the product most suited to working in an operational environment like our MSP model,” said John Whittaker, president at ZONEOFTRUST, Inc., a leading provider of managed security services. “The Intrusion.com team has worked with us to provide a product that is easy to deploy, engineered for the MSP model and has a low overall total cost of ownership.”

In addition to having access to dedicated teams, MSP's benefit from a comprehensive suite of Intrusion detection services that are able to reach far into a corporate network. Intrusion.com's SecureNet PDS appliance delivers carrier-grade intrusion detection that provides 100% attack detection on even the most saturated 100Mbps networks.

“Companies are looking at using managed services more closely to bridge the gap between what is already required by IT departments and what is additionally required to secure the enterprise,” said Jason Wright, senior security analyst with Frost and Sullivan. “Intrusion.com is leading the pack by providing solutions designed especially for the MSP market.”

MSP Team features:

Professional Services: Will provide MSP's with requirements gathering, analysis and site survey, feasibility study, proof of concept and pilot, operational readiness tests and service launch.

Sales Support: The MSP team will partner with managed service providers to support the strategic projects on which they are working.

Marketing Tools: All MSP's are delivered best practices for IDS document; direct Mail, sales guides, and advertising tools are provided to partners at select levels.

Training: Technical training is provided for MSP system engineers. A separate product sales training is provided to sales staff.

About Intrusion.com, Inc

Intrusion.com, Inc is a leading global provider of enterprise security solutions for the information-driven economy. Intrusion.com's suite of security products help businesses protect critical information assets by quickly detecting, analysing and responding to network-and host-based attacks. The company's products include intrusion detection and vulnerability assessment systems, and modular, scalable security platforms. For more information, please visit www.intrusion.com.

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