




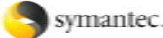






Webwasher Competitive Sheet: Web Security

Webwasher Product	Competitor / Product			
Webwasher URL Filter <ul style="list-style-type: none"> - After SECURE merger largest 100% human reviewed database - 3 Research centers (Germany, US, Japan) - > 7 Million URLS - Includes best content filters and media type filters as well as security filters. (Cookies, Referrers etc.) - Delegated Administration - Fast HTML interface or Secure command line (all WW products) - No supplemental charges for extra categories 	Websense Enterprise <ul style="list-style-type: none"> - Way more expensive (charging extra for 3 premium categories) - Not 100% human reviewed - Irrelevant URLs - Cover Ads and filetypes via URLs, thus database bloated - Complicated pricing and licensing, needs own licensing server for satellite installations. 	SurfControl Web Filter <ul style="list-style-type: none"> - Main focus on sniffer mode (pass-by) technology - Windows only - Doesn't scale - VA Webfilter (proxy) is outdated technology - Very limited content control (file types etc.) - No Delegated Administration 	BlueCoat Web Filter <ul style="list-style-type: none"> - Recently acquired low-end database by Cerberian - Only available on ProxySG Hardware - Lots of URLs, but poor accuracy - Get new URLs via Real-Time Rating, only very limited human review - Real time rating needs to phone home for review - No Delegated Administration - Proxy SG optimized for caching, activating additional functionality significantly reduces performance. 	Trend Micro Web Filter <ul style="list-style-type: none"> - Irrelevant player in the URL Filter market - Mostly deployed on CISCO - Only one research lab in the Philippines - Lack of granularity for categories - Besides CISCO available on software only. - No advertising filter - No Cookie or Referer Filter
Webwasher Anti-Virus <ul style="list-style-type: none"> - 3 best of breed AV engines of choice - Up to three for scanning simultaneously - AV PreScan for performance - Proactive Security for unknown threats and spyware - Outbound Content Control (OCC) for Web, FTP & Mail - Fast HTML interface or Secure command line - Reliable file type detection via magic-byte analysis - Requires no client side tool - Server farm web crawler functionality is available in real time to every customer and via time delayed updates of the URL list. 	Websense Enterprise "Lock-Down" Edition <ul style="list-style-type: none"> - No AV engine available. - Client side tool needs to be deployed on every PC (Windows only) to block not allowed apps. - Huge admin overhead. - Web part works via blocking of malicious content that was found by their web-crawlers, which might take a couple of days. - No proactive solution - No Outbound Content control - No solution for mail / spam - Software or on-box of third party only, no appliance offering. 	SurfControl Enterprise <ul style="list-style-type: none"> - No AV engine available for Web security - Client side tool needs to be deployed on every PC (Windows only) to block not allowed apps. - Huge admin overhead. - No proactive solution. - Separate box/software needed for mail / spam. - Heavily Windows focused software, needs Windows Server with .NET framework. - Administration and reporting is done via dozens of little windows apps. - Doesn't scale beyond 5000 users. - Limited Outbound content control 	Blue Coat ProxySG & AV <ul style="list-style-type: none"> - Dual box solution: ProxySG routes the traffic via ICAP to the ProxyAv appliance. - Needs to be set up and maintained on both appliances -> admin overhead - Several AV engines of choice, but only one can be active. - Lacking of a AV PreScan functionality, need to scan all traffic - No Proactive Functionality whatsoever, fully rely on the signature updates of the AV engines. - No reliable media type filter against filetype spoofing on proxy SG. - Definition of CPL actions for file type recognition for ProxySG is cumbersome (magic byte detection on Webwasher) - ProxySG: Slow Java Interface, ProxyAV: Very limited static HTML interface. 	Trend Micro Security Suite <ul style="list-style-type: none"> - Software solution only for full Anti Virus scanning. - Hardware solution Interscan virus wall is targeted to detect worm outbreaks and doesn't cover all samples. - No Proactive Security like functionality - Limited heuristics fully relies on signature updates. - Single Anti Virus engine available for scanning. - Doesn't scale
Webwasher SSL-Scanner <ul style="list-style-type: none"> - Currently most scalable and reliable SSL Scanning solution available. - Fully integrated in the Webwasher binaries. - No double setup or admin overhead. - High performance, low latency - No decrypted content on any wire, everything in memory. 	Websense Enterprise "Lock-Down" Edition <ul style="list-style-type: none"> - Only blocking of certain HTTPS sites. Content control of traffic to/from https sites not available. - No true SSL Scanner 	SurfControl Enterprise <ul style="list-style-type: none"> - Only blocking of certain HTTPS sites. Content control of traffic to/from https sites not available. - No true SSL Scanner 	Blue Coat ProxySG & AV <ul style="list-style-type: none"> - Dual box solution: ProxySG routes the traffic via ICAP to the ProxyAV appliance. - 2nd box -> higher latency, slower performance. - HTTPS is terminated on the SG and sent in CLEAR TEXT to the AV. - Comes with preinstalled with many certificates marked trusted, can indicate a security issue. - SSL traffic can't be scanned when client certificates are required. - Overhead to administer and set-up the dual box solution, as well as CPL language. 	Trend Micro Security Suite <ul style="list-style-type: none"> - Dual box solution with third party offering by Microdasys (another box). - 2nd box -> Higher latency, slower performance - Content decrypted on the Microdasys box and forwarded in CLEAR TEXT via proxy chaining to the trend micro server, where it is scanned and sent back in CLEAR TEXT for re-assembly. - User definition and policies need to be done TWICE because the boxes not integrated. -> overhead. - Microdasys is a VERY small company with limited testing and support capability.

										
Appliance	✓	partner	✓	✓	✓	✓	✓	partner	✓	✓
Software	✓	✓	✓	-	-	-	✓	✓	-	-
Pass By/Through	✓/✓	✓/✓	✓/✓	-/✓	-/✓	-/✓	-/✓	-/✓	-/✓	-/✓
Anti-Virus	✓	-	✓	✓	✓	✓	✓	✓	✓ (no name)	- (not on iPrism)
Anti-Spam	✓	-	✓	-	✓	✓	✓	✓	- (separate appliance)	- (not on iPrism)
Anti-Spyware	✓	✓	✓	✓	✓	✓	✓	✓	✓	(✓)
ProActive Solution	✓	-	-	-	-	-	-	✓	-	-
E-mail Content	✓	-	✓	-	✓	✓	✓	✓	- (separate appliance)	- (not on iPrism)
Web Content	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
SSL Content	✓	-	-	✓	-	-	partner	partner	-	-
Bandwidth Mgmt.	category only	✓	category only	✓	category only	category only	category only	category only	category only	category only
IM Filter	block	block	block	scan	category only	category only	category only	block	- (separate appliance)	block
Desktop Security	-	✓ (separate product)	✓ (separate product)	-	✓ (separate product)	✓ (separate product)	✓ (separate product)	ActiveX download for Anti-Spyware	ActiveX download for Anti-Spyware	-
Price (URL, Web Filter & Web & Mail AV, 1kUsers, 1 yr. , \$)	29,750 (SW) 39,734 (HW+SW)	64,400 (SW only)	28,980 (No AV !) 38,141 (+AV/Spam)	11,560 (SW) 35,290 (HW+SW)	10,000 (AV only)	14,100 (AV only)	21,640 (SW only)	28,520 (SW) 31,020 (HW+SW)	8,744 (HW+SW)	11,140 (HW+1yr SW)