WEBROOT Secure*Anywhere*® Web Security Service

The Webroot SecureAnywhere® Web Security Service offers website access and content filtering controls, as well as advanced protection against web-based malware for both on and off-network users. As a 100% cloud-based service, there is no management hardware or software to maintain, resulting in a lower Total Cost of Ownership (TCO) than on-premise or hybrid secure web gateway solutions. Backed by the Webroot BrightCloud® Threat Intelligence Platform, the service delivers leading-edge industry components (licensed by 35+ vendors) including URL filtering, IP reputation, real-time anti-phishing, and zombie/botnet detection. This intelligent secure web gateway solution replaces on-premise alternatives and delivers powerful security, improved user productivity, and regulatory compliance to protect every users' online experience.

websense®

Websense was the original URL filtering company that extended into email, mobile, and data loss security. Acquired by Raytheon in April 2015 for $1.7 billion, they created Raytheon Websense, a new cybersecurity unit focused on commercial clients such as banks and retailers. About 80% of Websense revenues still come from web security, where it has at least 8 offerings.

Established	1994 (websense), 1992 (Raytheon)
Headquarters	San Diego, CA, USA / Waltham, MA, USA
Revenue	Unknown
Company Status	Public, NYSE: RTN
No. of Employees	63,000
No. of Customers	~50,000 (web)

Deployment	Webroot	Websense
Availability	99.99% Uptime	99.99% Uptime
Antmalware	100% Known Malware	100% Known Malware
Antisyware	100% Known Spyware	None
Web Latency	Milliseconds	None
Policy Propagation	99.9% Updates within 5 mins	95% Updates within 30 mins

Positioning the Webroot SecureAnywhere® Web Security Service

Key Differentiators	Supporting Messages
Desktop Web Proxy (DWP)	Easily deployed, lightweight, tamperproof agent, ensures transparent user authentication + automatic acct creation
	Seamless roaming user support, even over Wi-Fi hotspots
	Fully configurable through the mgmt console. Configure sites to bypass, PAC files, gateway caching proxies, etc.
	Persistent cookie alternative for non-managed devices
Ease of Deployment, Configuration & Use	Preconfigured multi-choice policies and group settings to help configure user accounts quickly and easily
	Intuitive policy interface without complex policy interactions
	Optimized performance with split tunneling, global load balancing, auto compression, and option to strip ads/pictures
Threat Protection	Cloud sandbox with antimalware and antispyware protection
	Signature-less heuristic protection for JavaScript, Shellcode, XSS, and phishing attacks
	Detects anonymous proxies and applies appropriate policies, even for obfuscated URLs. No service bypass, DWP locking
	Real-Time Anti-Phishing uncovers phishing sites 3-5 days before the other solutions, counters no. 1 web threat

De-Positioning Websense

Average Position	Supporting Messages
Strengths	Brand Presence & Market Share: well established web filtering provider
	Mature Feature-rich Products: Hierarchical policy, IM filtering (cost option), Web 2.0 application controls, DLP (cost option), Reporting, Triton Management interface for managing all Websense solutions, mobile
	Application/Protocol Support: Support for SSL/HTTPS traffic + controls over P2P and 115+ applications including IM, chat and collaboration. **Note: Application and IM ONLY available with more costly hybrid solution (Cloud+Appliance)**

De-Positioning Websense (continued)

Average Position	Supporting Messages
Vulnerabilities	Complex Deployment & Costly Maintenance: Complex hybrid solutions require deploying/maintaining servers & OS, added cost for complete solution
	Streaming Video Support: Fundamental latency issues processing traffic, delays streaming video, users have poor experience
	Limited Reporting: Only 90 days of historical report data, plus 5,000 row max reporting results (Webroot provides 5M)
	Real-time Malware Protection: Relies on Threat Seeker™ Network, never independently tested & Real-time Proxy Anonymizer Control: Easy to bypass controls
Sales Tactics	TCO: Webroot offers essential protection with less mgmt overhead, no switching costs, no on-premise needed
	Displacement: Webroot offers free support, malware effectiveness, DWP, endpoint option
	Antimalware Efficacy: Webroot is proven effective, but not ThreatSeeker
	Unlimited Trial: Offer free trial to let our capabilities shine through

Features	Webroot	Websense	Notes – How to Win
Roaming User Support			
Roaming User Authentication without Server/Key Mgmt	Yes	Yes	RWS – Non-agent transparent authentication is easily user circumvented and has no user data
Automatic Hotspot Mgmt	Yes	Yes	RWS – Easy to circumvent, unreliable
Roaming User Config via Mgmt Console	Yes	Partly	RWS – Limited to fail open/closed
PAC Files Mgmt and Storage within Service	Yes	No	RWS – Must customize PAC for customer (back end), PAC is only control
Threat Detection			
Antimalware Protection (Viruses, Trojans, Spyware, etc.)	Yes	Yes	RWS – Sophisticated Advanced Classification Engine (ACE) with antimalware, IP rep, antispam, anti-phishing
Real-Time Anti-Phishing	Yes	Partly	RWS – Some real-time anti-phishing components, but not 3-5 day advantage Webroot offers
Proprietary Detection for Malicious JavaScript, XSS & Shellcode	Yes	Yes	RWS – ACE with behavioral sandboxing
Scan Ahead & Safe Search Protection	Yes	Partly	RWS – Available within Websense Triton®, not standard
Threat Protection Included in Pricing	Yes	Yes	RWS – Charges extra for web data protection
Botnet Detection & Zombie Alerting	Yes	No	RWS – No zombie blocking/alerting
HTTPS/SSL Decryption & Scanning	Yes	Yes	RWS – Includes HTTPS/SSL traffic inspection for data/malware threats
Web Filtering			
Reputation & High Categorization Web Filter	Yes	Yes	RWS – Offers Websense ThreatSeeker® Intelligence Cloud, not as accurate as Webroot BrightCloud Threat Intelligence
Split Tunneling Bypass Option	Yes	No	RWS – No split tunneling
Coaching Option for Web Filtering	Yes	Partly	RWS – Available with Websense Triton®, not standard
Granular URL Filtering Categories	83+	100+	RWS – Excellent URL categorization
File Type & Streaming Media Control	Yes	Yes	RWS – High latency, needs workaround to customize client access & disable by DOMAIN!
Social Media/Web 2.0 Post Blocking	Partly	Partly	RWS – Available within Websense Triton®, not standard
Management			
Transparent User Auth. for Citrix & Terminal Server Users	Yes	No	RWS – No Citrix support
Independent User Alerts, Admin Alerts & Blocking Options	Yes	Partly	RWS – Available within Websense Triton®, not standard
Policy Groups Configuration in UI	Yes	Yes	RWS – Available
Granular Role-Based Admin Controls (Group, Policy & Feature Specific)	Yes	Partly	RWS – Available within Websense Triton®, not standard
Reporting/Logging/Alerting			
Detailed Logging Capabilities	Yes	Partly	RWS – Available within Websense Triton®, not standard, limited to 5,000 rows
Flexible Scheduled Reporting/Charts	Yes	Yes	RWS – Provides 60+ pre-defined reports
Configured Chart Saving for Repeat Viewing	Yes	Yes	RWS – Available
Customized End User Notifications for Malware, Filtering, Quotas, Alerts	Yes	Yes	RWS – Available

Key Points

Webroot is consistently chosen over Websense by customers who compare the two services in trial

Over 3,500 customers globally have used the SecureAnywhere Web Security Service

Webroot is a member of Internet Watch Foundation and is US CIPA compliant

Webroot is West Coast Labs, ICSA, VB100 certified and SAS70 audited

BrightCloud Stats

27B+ Classified URLs, 600M Classified Domains, 9B+ File Behavior Records, 4B+ IP Addresses, 37M+ Connected sensors

4.7M URLs classified daily, 25K new malicious URLs daily, 237K+ daily phishing checks, 6K+ new phishing sites daily, 5.2B file lookups daily, 120K+ new malware items (inc. PUA), 790K+ new files daily