

WEBROOT SecureAnywhere® Business Endpoint Protection

Webroot SecureAnywhere® Business Endpoint Protection is an innovative, next-generation solution for preventing malware infections. Its unique, real-time, cloud-driven collective security intelligence is powered by the Webroot BrightCloud® Threat Intelligence Platform and is superbly effective at countering unknown malware. SecureAnywhere Business Endpoint Protection replaces outdated, less effective, reactive antivirus that needs constant updates and hogs system resources with an always up-to-date Smarter Cybersecurity™ solution that never slows users down and reduces operational overhead to almost zero.



F-Secure sells their products through 6,000 resellers and 200 operators in 40+ countries. Revenue by geo: 34% Nordics, 46% rest of Europe, 9% North America, 11% rest of world. Sales in France are growing and Germany is gaining in customer acquisition. Japan is big market for traditional security. Recently acquired cybersecurity service business (nSense, Denmark) to focus on top tier incident response and forensics. Niche player on Gartner Magic Quadrant for Endpoint 2015.

Established	1988
Headquarters	Helsinki, Finland
Revenue	H1/15 FY12 €71.4M, +4% YoY
Company Status	Public, OMX: FSCI1V
No. of Employees	1000+ worldwide
No. of Endpoint Customers	10M+

Deployment	Webroot	F-Secure
Agent Deployment Size	< 1MB	unknown
Full Installation Time	5 seconds	unknown
Full Installation Size	2 MB	unknown
Memory Used Initial Scan	13 MB	unknown
Scheduled Scan Time	91 seconds	unknown
Memory Usage - Idle	5.5 MB	unknown
File Write, Open, Close	19.2 seconds	unknown

Positioning Webroot SecureAnywhere® Business Endpoint Protection	
Key Differentiators	Supporting Messages
Smallest Endpoint Security Client	Full installation software package is less than 1 MB in size.
	Lowest scanning RAM usage of any endpoint solution.
Fastest Scan Times Easy to Deploy, Configure and Use	Ultra-fast scan times, typically < 2 minutes. Doesn't slow user endpoints down or impede user productivity.
	Very fast and easy to deploy, typically ~2-3 minutes, including initial scan. Deployment Tool, MSI, Group Policy options
	No-conflict agent, compatible with existing antivirus software, no need to uninstall old software to trial or install Endpoint Protection.
	Easy-to-use cloud management console, no hardware/software required.
Powerful Threat Protection and Remediation	Auto-updating software generates minimal network traffic – typically <250KB per day, per endpoint.
	Real-time threat detection leverages behavior, file reputation, monitored execution, and BrightCloud platform to stop unknown threats.
	Complete system journaling provides ability to roll back systems to pre-infected state – saving time/cost of reimaging.
	Intelligent outbound firewall that uses BrightCloud intelligence to improve on user decisions and minimize interruptions
	Offline protection: local disk, USB, CD and DVD devices.

De-Positioning F-Secure Endpoint Security	
Average Position	Supporting Messages
Strengths	Efficacy Test Results: Consistently very good malware test and performance results
	Cloud-based lookups and file reputation which uses file metadata before allowing files to execute. Includes sandbox environment
	Supports: Windows, Mac, Linux, Citrix; PCs, Servers, Virtual Servers, Exchange, email server, remote workstations and mobile (though no iOS)
	Web-based management console. On-premise solution is called Business Suite
	Client agent is lightweight with minimal performance impact.
	Company offers Email Security and Web Filtering products.

De-Positioning F-Secure Endpoint Security (continued)	
Average Position	Supporting Messages
Vulnerabilities	Had issue with false positives: 3 times the average (AV-Test 6/2015)
	Security for Virtual and Cloud Environments, does not natively support VMware NSX or vShield APIs.
Sales Tactics	Webroot offers more complete protection; application controls, white/black listing, journaling/rollback remediation, device control, plus web and mobile.
	Efficacy/Features: All features are standard in Webroot and not subject to upgrades.
	Unlimited Trial: Offer instant free 30-day trial to run alongside existing antivirus so our capabilities shine through.

Features	Webroot	Symantec	Notes – How to Win
Deployment & Installation			
Fast installation	Yes	Yes	FS – Reported to be a lightweight client, but no testing data to support
Fast scheduled scanning	Yes	No	FS – No one-off scans or scheduled scanning from console. Scans are run from individual endpoints
No-conflict compatibility with all software	Yes	Unknown	
Minimal system resource usage - Memory, CPU & Disk	Yes	Unknown	FS – Cloud-based, but no testing data to support
Support for Mac, PC, Server, VMware & Citrix	Yes	Yes	FS – Also Exchange, email server, remote workstations
Threat Detection and Remediation			
Global security & threat intelligence network	Yes	Yes	FS – Purchased nSense in June 2015.
Advanced zero-day/unknown malware detection	Yes	Yes	FS – DeepGuard feature protects against viruses and new unknown threats
Protection against viruses, Trojans, worms, spyware & rootkits	Yes	Yes	FS – BlackLight feature protects against spyware and rootkits
Advanced file pattern & behavior recognition technology	Yes	Yes	FS – Has sandbox to observe questionable files
Adjustable heuristics for Age, Popularity, Uniqueness	Yes	Yes	FS – Optional advanced heuristics, disabled by default
Intelligent cloud-based outbound firewall	Yes	Yes	FS – Firewall and Intrusion Prevention
Comprehensive range of System Protection shields	Yes	Yes	FS – Multiple shields
Automatic journaling of unknown processes	Yes	Yes	FS – Rollback system recovery or F-Secure Rescue Media
Automatic malware remediation & removal	Yes	Yes	FS – Rollback system recovery or F-Secure Rescue Media
Comprehensive application override controls	Yes	Unknown	
Dwell Time	Yes	No	FS – Does not measure or report Dwell Time.
Web Browser Security			
Browser vulnerability protection	Yes	Yes	FS – Website rating and blocking
Identity Shield, sensitive data safe-mode	Yes	Yes	FS – Connection Control prevents Trojans from sending sensitive information to online criminals
Real-Time Anti-Phishing protection	Yes	Yes	FS – Internet shield includes a firewall, intrusion prevention and application control
Secure Web Gateway service option	Yes	Yes	FS – Web Content Control to restricts internet usage and manage content users are allowed to access
Management and Reporting			
Cloud-based management console	Yes	Yes	SYM – Needs a separate on-premise management server
Advanced management reporting & analytics	Yes	Yes	SYM – Includes Altiris IT Analytics
Zero client/agent definition file updates	Yes	Yes	SYM – Needs to upgrade as a task with resultant network traffic
Device policies for Network, Disk, USB, CD/DVD Usage	Yes	Yes	SYM – Only with 100+ seat version, and not scope of Webroot
System Cleaner & System Analyzer performance tools	Yes	Yes	SYM – Analysis via Altiris IT Analytics
System viewer, control and file submission tools	Yes	Unknown	SYM – File submission into Global Intelligence Network
Full range of remote endpoint Agent Commands	Yes	No	SYM – Standard set of agent commands

Key Conventional Solution Findings
Best suited for installations under 500 seats.
Real-time scanning function reports operation will be completed within two hours.
Default policy allows users to deactivate protection components.

Notes and Comments