



## THE CORERO FIRST LINE OF DEFENSE GIVES HYVE A STRATEGIC ADVANTAGE AMONG UK HOSTED SERVICE PROVIDERS



### SUMMARY

#### Industry

Secure cloud hosting

#### Challenge

Protect all customers' systems within the Hyve infrastructure

#### Solution

Corero's First Line of Defense

#### Results

Numerous DDoS attacks have been repelled without getting through

### KEY BENEFITS

- ✔ An "insurance policy" against attacks that attempt to saturate Hyve's network
- ✔ Added visibility and protection on top of controls customers have in place
- ✔ Attacks are blocked before they can reach customers' systems
- ✔ Granular control and visibility enable new revenue-generating services
- ✔ Extra layer of defense is a strategic business advantage
- ✔ Compatible with distributed network architecture

Hyve is a leading UK IT service provider specializing in [mission-critical cloud hosting](#). Established in 1999, Hyve provides high quality hosting solutions for its valued clients who span a wide range of industries, from technology and telecommunications to healthcare and financial services. Client requirements range from a basic but reliable Web presence through to high-traffic, mission-critical systems demanding maximum levels of performance and security. By providing the hosting industry's best hardware and unbeatable levels of connectivity, uptime and security, Hyve represents the pinnacle of quality available in today's hosting market. Hyve solutions are built using the latest cutting-edge technology while maintaining a focus on customer budget.

### THE CHALLENGE

In a large market like the United Kingdom, businesses have many choices of cloud hosting service providers. In growing from a general Web hosting company to a full-fledged cloud hosting provider, Hyve aimed to be a standout among all the competitors. The company understood the importance of providing the utmost security to its customers while also ensuring continued availability through unhindered access to their systems.

In today's environment of increasingly sophisticated and common attacks, Hyve cannot deliver the performance and satisfaction its customers demand without addressing security threats that plague organizations the world over. To mitigate these risks and meet customer expectations, Hyve's environment has multiple layers of defense, is ISO-27001 and PCI-DSS certified, and has been architected to prevent client cross-contamination if a problem does occur. Nevertheless, Hyve was still challenged by weaknesses in individual clients' hosted environments.

Jake Madders is Technical Account Manager at Hyve. According to Madders: "No matter how many layers of security we implement for our infrastructure, the main problem is the controls the client services have in place. Specifically, our clients are responsible for maintaining the controls for their own applications, databases and servers. We could have a customer with services that they inadvertently leave wide open. Any weakness on a client-maintained server is also our weakest point that we have to manage against."

Being a proactive, security driven company, Hyve have looked for another line of defense to better protect the entire IT environment.

During their diligence process, Hyve engineers recognized that cloud-based anti-DDoS solutions can work well to block large-scale volumetric attacks that aim to fill networks with nothing but attack traffic. However, they also learned that attacks on the application layer, "low and slow" attacks that don't depend on overwhelming network resources, can easily pass through many vendors' solutions completely undetected. Hyve needed a single solution that was able to distinguish between harmful attack traffic that mimics legitimate traffic and the real and true customer traffic that Hyve's customers want and welcome.

"We looked at pretty much every vendor that was out there when we did our research," said Madders. "It came down to a choice between just two solutions."

## THE SOLUTION

Hyve evaluated two anti-DDoS products — those from RioRey and Corero. “We looked at RioRey but their offering was limited to protection only against DDoS attacks,” said Madders. “Corero’s First Line of Defense stops all unwanted traffic at the perimeter, from DDoS to zero-day to server-targeted attacks. This made Corero much more attractive as it was a complete solution. It not only gives us total DDoS protection against the volumetric and low and slow attacks but it also adds this beautiful additional protection that dramatically improves the value of the devices for customers and ourselves.”

Using the Corero First Line of Defense, Hyve is able to protect all systems within its infrastructure. “They are inline devices that we’ve placed at the very edge of our network, so literally everything that comes into our cloud platform goes through the Corero devices first. Effectively, we are screening all of our clients’ traffic coming in and going out,” according to Madders. With the Corero devices installed in front of Hyve’s firewall layer, First Line of Defense filters out attack and other unwanted traffic while allowing good customer traffic to proceed. By filtering out the bad traffic before it ever reaches the security layer, other infrastructure devices behind the firewall can do their intended jobs more efficiently and effectively.

The Corero devices are hardly being touched in terms of capacity, despite screening all traffic entering the Hyve infrastructure. “Neither we nor our customers have noticed any latency added by the First Line of Defense. These devices handle everything seamlessly,” said Madders.

The fact that the Corero First Line of Defense is an on-premise solution rather than a cloud-based service is vitally important to Hyve. “An on-premise solution gives us control of the actual traffic and what’s going on instead of having a black box at the end of the phone with someone else managing it,” said Madders. What’s more, the on-premise devices are more cost-effective for Hyve. “Using a cloud service would cost us more to protect the same number of customers. By owning Corero solutions ourselves, we can add clients without adding costs.”

Another reason Hyve cited for choosing the Corero solution are the products’ ease of use. “When we were evaluating security products, Corero’s solution just looked so easy to use from an interface perspective,” explained Madders. “Some of the other solutions were highly complex and I would venture to say almost needlessly complicated and we felt like we had to be rocket scientists to use and understand them. In contrast, Corero truly has a plug-and-play defense solution.”

Hyve technicians had a day of training before installing. “We actually signed up for two days of training but only needed one,” boasted Madders. “We were fully installed without the help of a Corero engineer and running that day. We started getting usable information almost immediately,” he added.

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## THE RESULTS

Hyve has been able to meet its requirements of providing its customers with continued availability without compromising on security. With Corero in use since 2012, DDoS and other attacks continue to be repelled, said Madders. “The good news is that our Corero devices can handle attacks in such a way that we would only find out about compromising activity if we reviewed the logs. Our customers would stay up and secure and their businesses would carry on without any impact.”

A great benefit of the Corero First Line of Defense is that Hyve is now able to monitor each of its clients’ individual IP addresses. “We are actually looking at the logging output of the Corero devices and analyzing the logs and displaying them in our client portal for the clients’ IP addresses,” Madders said. “Any client can login to their own private portal and see what has been taking place on their systems and hitting their environment. It’s shocking to see how much malicious activity there is. Fortunately we’re able to stop it before it can do its intended damage.”

Madders added, “Corero’s First Line of Defense anti-DDoS capability is an insurance policy to protect against someone trying to saturate our network. From our perspective we could not live without these products now that we see just how much malicious activity is attempting to hit our network. We could not be successful without devices like this.”

According to Madders, “We’ve realized other benefits as well. For example, we give the DDoS protection and log reporting to all of our customers for free, but Corero’s granular level of control and visibility has enabled us to develop and offer additional services to our customers. As a result our customers can greatly improve their security posture against external threats.”

Madders said this is a strategic advantage for Hyve’s business. “The Corero solution gives us this extra layer of defense that most other hosting providers don’t offer. Hyve really is at the front of the security curve in the UK.”

## ABOUT CORERO NETWORK SECURITY

Corero Network Security, an organization’s First Line of Defense<sup>®</sup> against DDoS attacks and cyber threats, is a pioneer in global network security. Corero products and services provide online enterprises, service providers, hosting providers, and Managed Security Service Providers with an additional layer of security capable of inspecting Internet traffic and enforcing real-time access and monitoring policies designed to match the needs of the protected business. Corero technology enhances any defense-in-depth security architecture with a scalable, flexible and responsive defense against DDoS attacks and cyber threats before they reach the targeted IT infrastructure allowing online services to perform as intended. For more information, visit [www.corero.com](http://www.corero.com).

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