

# CASE STUDY

## Infrastructure-as-a-Service Provider Selects Corero Network Security for Zero-Latency DDoS Protection for Clients

This global infrastructure-as-a-service (IaaS) provider delivers edge computing services and applications to clients in industries that are very performance sensitive such as gaming and financial services.



### The Challenge

Latency and milliseconds matter to this IaaS provider and their clients, so they have a multi-pronged approach to maximize network performance, reliability, and availability. Their strategy includes locating their cloud computing services in high-density areas to be as close to as many of their clients as possible and providing terabit throughput, high redundancy, and a 24x7 network operations center.

Naturally, when the company started searching for a DDoS protection solution to sell as a subscription-based service to their clients, performance was paramount. According to the company's Vice President of Product Management, "Given the industries our clients are in, it didn't make sense for us to provide DDoS protection at a performance impact."

The ability to generate incremental revenue was also a key requirement. "We wanted to offer a DDoS protection mechanism for our edge compute as a service, which meant we would have to be able to integrate the solution entirely into our platform and allow clients to select the service through our portal and see that DDoS attacks are being mitigated," the customer added.

With Corero SmartWall ONE™, service providers can:

- Onboard clients and assign DDoS protection service levels
- Set up alerts and reports for clients
- View attack dashboards for each client.



### Why they chose Corero

After considering several DDoS solutions, the IaaS provider decided to engage in a proof of concept with Corero. Based on a test plan they developed in consultation with Corero, they put the solution through its paces and the Corero team and solution met all their key requirements. "We had a Slack channel going which made it easy to ask questions and our technical contact at Corero was very responsive, so we could move forward quickly," the customer explained.

With a renewal rate of 98%, Corero's dedication to customer excellence shines.

"Corero stood out from the competition because the platform doesn't add any latency to our solution, and it was easy and cost-effective to install the software inline with our existing Juniper MX routers in our PoP locations that do the detection and mitigation," the customer added.

All Corero SmartWall ONE modules are available as hardware and software appliances. Flexible deployment models adapt to the customer's network, risk tolerance, and business requirements. Edge router integrations turn customers' routers into DDoS attack sensors without requiring changes to their networks which is extremely cost-effective.



## The Results



Corero has played out well for us."

- Vice President of Product Management, IaaS provider

The implementation went smoothly and today Corero is a fully integrated, white-labeled DDoS protection-as-a-service offering. New and existing clients can subscribe and start safeguarding themselves from DDoS attacks through the IaaS provider's client service portal and monitor service status live. The Corero SmartWall ONE platform offers comprehensive visibility into DDoS attack activity, rapid detection of DDoS attacks of all sizes, and automated blocking of bad traffic while allowing good traffic to flow uninterrupted.

"The fact that the Corero solution is inline, we don't have to add any latency in order to deliver DDoS protection, and it has higher efficacy than other products that miss some attacks are big marketing points that further differentiate us from the competition," said the customer.

Corero also supports another important strategic objective of the company – maximizing value from their technology investments. The IaaS provider is benefiting from low TCO because there was no need to purchase, deploy, and maintain additional hardware, and the new value-add service is leading to more revenue growth and a rapid ROI.

Corero SmartWall ONE delivers powerful business benefits, including:

- Low TCO
- Easy router integration
- Comprehensive visibility into DDoS protection status
- Incremental revenue



## Corero SmartWall ONE Highlights

- Surgically and automatically removes DDoS attack traffic before it reaches critical systems, eliminating downtime and ensuring optimal performance and maximum availability.
- Mitigates the impact of a wide range of DDoS attacks, from simple volumetric floods to sophisticated state exhaustion attacks, at Layers 3 through 7.
- Delivers line-rate, in-line DDoS attack protection from 1 Gbps to 100 Gbps per rack unit in a solution that scales to terabits per second of protected throughput.
- Provides comprehensive forensic-level analysis before, during, and after attacks.
- Ensures that legitimate traffic is not impacted by false positives.
- Inspects every inbound packet header and payload data, surgically removing DDoS packets without disrupting the delivery of legitimate network traffic.
- Uses Smart-Rules to leverage heuristic and closed-loop policy so that rules can be reconfigured and deployed on the fly, thereby responding rapidly to evolving, sophisticated DDoS attacks.
- Detects and mitigates attack traffic in less than a second instead of the minutes or tens of minutes required by traditional DDoS protection solutions.

