



# Vendor Partnerships

## Strategic Solutions for Exceptional Results



### We listen, we care, and we respond. Let's Grow Together.

For more than 40 years, CCSI has remained on the forefront of technological innovation, navigating clients through a complete IT revolution with a focus on helping firms understand the practical business implications of emerging technologies. With our strategic vendor partnerships, we are able to deliver managed solutions customized for each client's needs with exceptional results.



The Security Division of NETSCOUT

#### Arbor Networks

The cyber security division of NETSCOUT, helps secure the world's largest enterprise and service provider networks from DDoS

attacks and advanced threats. Arbor is the world's leading provider of DDoS protection in the enterprise, carrier and mobile market segments, according to Infonetics Research. Arbor's advanced threat solutions deliver complete network visibility through a combination of packet capture and NetFlow technology, enabling the rapid detection and mitigation of malware and malicious insiders. Arbor also delivers market-leading analytics for dynamic incident response, historical analysis, visualization and forensics. Arbor strives to be a "force multiplier," making network and security teams the experts. Our goal is to provide a richer picture into networks and more security context so customers can solve problems faster and reduce the risks to their business. To learn more about Arbor products and services, please visit our website at [arbornetworks.com](http://arbornetworks.com). Arbor's research, analysis and insight, together with data from the ATLAS global threat intelligence system, can be found at the ATLAS Threat Portal.



#### Aruba, A Hewlett Packard Enterprise Company

A leading provider of next-generation network access solutions for the mobile enterprise. The company designs and delivers Mobility-Defined Networks that empower IT departments and #GenMobile, a new generation of tech-savvy users who rely on their mobile devices for every aspect of work and personal

communication. To create a mobility experience that #GenMobile and IT can rely upon, Aruba Mobility-Defined Networks™ automate infrastructure-wide performance optimization and trigger security actions that used to require manual IT intervention. The results are dramatically improved productivity and lower operational costs.



AUTHORIZED PARTNER

#### Axis Communications

Offers intelligent security solutions that enable a smarter, safer world. As the market leader in network video, Axis is driving the industry by continually launching innovative

network products based on an open platform - delivering high value to customers through a global partner network. Axis has long-term relationships with partners and provides them with knowledge and ground-breaking network products in existing and new markets. Axis has more than 2,100 dedicated employees in more than 50 countries around the world, supported by a global network of over 80,000 partners. Founded in 1984, Axis is a Sweden-based company listed on NASDAQ Stockholm under the ticker AXIS.



#### Cisco (NASDAQ: CSCO)

Enables people to make powerful connections--whether in business, education, philanthropy, or creativity. Cisco hardware, software, and service offerings are used to create the Internet solutions that make networks possible--providing easy access to information anywhere, at any time.



### Citrix

Makes the world's apps and data secure and easy to access. Anywhere. At any time. And on any device or network.

Citrix believes that technology should be a great liberator. Freeing organizations to push the limits of productivity and innovation. Empowering people to work anywhere and at anytime. And giving IT the peace of mind that critical systems will always be accessible and secure.

Citrix's mission is to power a world where people, organizations, and things are securely connected and accessible. A place where all business is digital business. A world where our customers are empowered to make the extraordinary possible. We will accomplish this by building the world's best integrated technology services for secure delivery of apps and data - anytime, anywhere.



### Cylance

A cybersecurity products and services company focusing on stopping tomorrow's attacks today. Founded in 2012 by ex-McAfee Global CTO Stuart McClure and ex-McAfee Chief Scientist Ryan Permech, Cylance was created to solve the malware problem once and for all. The flagship product, CylancePROTECT®, is the world's first next-generation antivirus built on artificial intelligence and machine learning. Named the SC Magazine Award winner for "Best Emerging Technology" in 2015, CylancePROTECT offers exponentially improved prevention capabilities when compared to other endpoint security solutions. For a demo of CylancePROTECT, visit us at [cylance.com](http://cylance.com)



### Darktrace

The world's leading machine learning company for cyber security, having developed AI algorithms that mimic the human immune system to defend enterprise networks of all types and sizes. Created by mathematicians from the University of Cambridge, Darktrace's Enterprise Immune System is the first non-consumer application of machine learning to work at scale, across all network types, from physical, virtualized, and cloud, through to IoT and industrial control systems. Installed as a self-configuring cyber defense platform, Darktrace continuously learns what is 'normal' for all devices and users, updating its understanding as the environment changes.

By applying its unique, unsupervised machine learning, Darktrace has identified 30,000 previously unknown threats in over 2,000 networks, including zero-days, insider threats and subtle, stealthy attacks. The company has experienced 600% year-on-year revenue growth. With 370 employees in 23 offices and dual headquarters in San Francisco and Cambridge UK, Darktrace was named 'Best Security Company of the Year 2016', 'Bloomberg Innovator', and 'GSN Homeland Security' award winner. The company's valuation is \$5 billion and its investors include KKR, Softbank, Summit, Invoke Capital, and Samsung.



PartnerDirect Preferred

### Dell

Since 1984, Dell has played a critical role in enabling more affordable and accessible technology around the world. As an end-to-end computing solutions company, Dell continues to transform computing and provide high quality solutions that empower people to do more all over the world. Dell serves customers ranging from the world's largest businesses and public-sector organizations, to small and medium businesses, and individual consumers. They are deeply committed to serving the community, and the company has also received numerous accolades ranging from employer of choice to energy conservation awards.

Dell promotes an environment that is rooted in the entrepreneurial spirit in which the company was founded. This means fostering an open approach to technology innovation that delivers effective solutions for all customer challenges. They believe technology is essential for human success and that it should be accessible to everyone.



### Forcepoint

Powered by Raytheon, is transforming cybersecurity by focusing on what matters most: understanding people's intent as they interact with critical data wherever it resides. Our uncompromising systems enable companies to empower employees with unobstructed access to confidential data while protecting intellectual property and simplifying compliance. Based in Austin, Texas, Forcepoint supports more than 20,000 organizations worldwide.



### Fortinet (NASDAQ: FTNT)

A company that secures the largest enterprise, service provider, and government organizations around the world. Fortinet empowers its customers with intelligent, seamless protection across the expanding attack surface and the power to take on ever-increasing performance requirements of the borderless network - today and into the future. Only the Fortinet Security Fabric architecture can deliver security without compromise to address the most critical security challenges, whether in networked, application, cloud or mobile environments. Fortinet ranks #1 in the most security appliances shipped worldwide and more than 290,000 customers trust Fortinet to protect their businesses.



### LogRhythm

The Security Intelligence Company

A Threat Lifecycle Management leader, empowers organizations around the globe to rapidly detect, respond to and neutralize damaging cyberthreats. The company's patented award-winning platform unifies next-generation SIEM, log management, network and endpoint monitoring, user entity and behavior analytics (UEBA), security automation and orchestration (SAO) and advanced security analytics. In addition to protecting customers from the risks associated with cyberthreats, LogRhythm provides compliance automation and assurance, and enhanced IT intelligence.

Microsoft  
Partner

Silver Midmarket Solution Provider  
Silver Datacenter

every organization on the planet to achieve more. Our mission is grounded in both the world in which we live and the future we strive to create. Today, we live in a mobile-first, cloud-first world, and the transformation we are driving across our businesses is designed to enable Microsoft and our customers to thrive in this world. We do business in 170 countries and are made up of 114,000 passionate employees dedicated to fulfilling our mission of helping you and your organization achieve more.



### Milestone

Founded in 1998, Milestone Systems is a global industry leader in open platform IP video management software. The XProtect platform delivers powerful surveillance that is easy to manage, reliable and proven in

thousands of customer installations around the world. With support for the widest choice in network hardware and integration with other systems, XProtect provides best-in-class solutions to video enable organizations - managing risks, protecting people and assets, optimizing processes and reducing costs. Milestone software is sold through authorized and certified partners.



### Netskope

The leading cloud access security broker (CASB), helps enterprises find, understand and secure sanctioned and unsanctioned cloud apps. Through contextual awareness and a multi-mode architecture, Netskope sees the cloud differently. This results in the deepest visibility and control, the most advanced threat protection and data loss prevention and an unmatched breadth of security policies and workflows. The world's largest companies choose Netskope, the only CASB that ensures compliant use of cloud apps in real-time, whether accessed on the corporate network, remotely or from a mobile device. With Netskope, enterprises move fast, with confidence.



### Palo Alto Networks

The next-generation security company, leading a new era in cybersecurity by safely enabling applications and preventing cyber

breaches for thousands of organizations worldwide. Built with an innovative approach and highly differentiated cyber threat prevention capabilities, our game-changing security platform delivers security far superior to legacy or point products, safely enables daily business operations, and protects an organization's most valuable assets.

### Microsoft

The Microsoft mission is to empower every person and

## proofpoint™

### Proofpoint

Protects your people, data, and brand from advanced threats and compliance risks with cybersecurity solutions that work. Built on advanced analytics and a cloud architecture, our platform secures the way your people work today—through email, mobile apps, and social media.

Some attacks get through even the best defenses. That's why our solutions also proactively safeguard the critical information people create. We reduce your attack surface by managing this data and protecting it as you send, store, and archive it. And when things go wrong, we equip security teams with the right intelligence, insight, and tools to respond quickly



### Punch Alert

A Charlotte, North Carolina based mobile software company, creator of a mobile security and communication platform. The Punch Alert Platform is the only all-in-one emergency communication platform leveraging both GPS and iBeacon location technology.



### Riverbed

Leader in Application Performance Infrastructure, delivering the most complete platform for Location-Independent Computing for 25,000+ customers globally. With Riverbed, IT can ensure applications and data are always available and performance issues are taken care of proactively. Location and distance are no longer geographical barriers—instead, they're a competitive advantage by allowing IT the flexibility to host applications and data in the most optimal locations while ensuring applications perform as expected, data is always available when needed, and performance issues are detected and fixed before end users notice.



### Silver Peak

The global leader in broadband and hybrid WAN solutions. Silver Peak offers a complete range of best-in-class hardware, software and cloud-based SD-WAN solutions that provide secure and reliable virtual overlays to connect users to applications with the flexibility to use any combination of underlying transport without compromising application performance. This results in greater business agility and lower costs. More than 2,000 globally distributed enterprises have deployed Silver Peak broadband and hybrid WAN solutions across more than 75 countries. Learn more at [www.silver-peak.com](http://www.silver-peak.com).



### STEALTHbits Technologies

A cybersecurity software company focused on protecting an organization's credentials and data. By removing inappropriate data access, enforcing security policy, and detecting advanced threats, we reduce security risk, fulfill compliance requirements and decrease operations expense.

Identify threats. Secure data. Reduce risk.

## UNITRENDS **Unitrends**

Increases uptime and confidence in a world in which IT professionals must do more with less. Unitrends leverages high-availability hardware and software engineering, cloud economics, enterprise power with consumer-grade design, and customer-obsessed support to natively provide all-in-one enterprise backup and continuity. The result is a "one throat to choke" set of offerings that allow customers to focus on their business rather than backup. Learn more by visiting [www.unitrends.com](http://www.unitrends.com) or follow on Twitter @Unitrends.



## **Varonis**

An innovative data security platform that allows enterprises to manage, analyze and secure their data. Varonis specializes in creating software that manages and protects enterprise data against insider threats, data breaches and cyberattacks by analyzing the behavior of the people and machines that access your data, alerting on misbehavior and enforcing a least privilege model.

Enterprise data under our scope is typically comprised of sensitive information that is stored in spreadsheets, emails, word processing documents, presentations, audio files, video files, text messages and any other data created by employees. This data often contains an enterprise's financial information, product plans, strategic initiatives, intellectual property and numerous other forms of critical data.



## VECTRA

## **Vectra Networks**

Automates the hunt for hidden cyber attacks inside campus networks, data centers and the cloud by continuously monitoring internal traffic to detect threats as they unfold. These threats are automatically correlated with host devices that are under attack and unique context about what attackers are doing enables organizations to quickly prevent or mitigate loss. Vectra prioritizes attacks that pose the greatest business risk so organizations can make rapid decisions on where to focus time and resources. The editorial team at Dark Reading recently presented Vectra with the Best of Black Hat 2016 award for Most Innovative Emerging Company.



## **Veeam Software**

An innovative provider of solutions that deliver Availability for the Always-On Enterprise™. Customers save time, mitigate risks, and dramatically reduce capital and operational costs.

Veeam® recognizes the new challenges companies across the globe face in enabling the Always-On Enterprise™, a business that must operate 24.7.365. To address this, Veeam has pioneered a new market of Availability for the Always-On Enterprise™ by helping organizations

meet recovery time and point objectives (RTPO™) of less than 15 minutes for all applications and data, through a fundamentally new kind of solution that delivers high-speed recovery, data loss avoidance, verified recoverability, leveraged data and complete visibility. Veeam Availability Suite™, which includes Veeam Backup & Replication™, leverages virtualization, storage, and cloud technologies that enable the modern data center to help organizations save time, mitigate risks, and dramatically reduce capital and operational costs, while always supporting the current and future business goals of Veeam customers.



## **VMware**

A global leader in cloud infrastructure and digital workspace technology, accelerates digital transformation by enabling unprecedented freedom and flexibility in how our customers build and evolve IT environments.

With VMware solutions, organizations are improving business agility by modernizing data centers and integrating public clouds, driving innovation with modern apps, creating exceptional experiences by empowering the digital workspace, and safeguarding customer trust by transforming security. VMware is a member of the Dell Technologies family of businesses.



## **Webair**

Headquartered in New York for over 20 years, Webair delivers agile and reliable Cloud and Managed Infrastructure solutions leveraging its highly secure and enterprise-grade network of data centers in New York, Los Angeles, Montreal and Amsterdam. Webair's key services include fully managed Public, Private and Hybrid Cloud; Customized Networking; DDoS Mitigation; Web and SAP application stacks; and Colocation. Webair services can be delivered securely via direct network tie-ins to customers' existing infrastructure, enabling them to consume SLA-backed solutions with ease, efficiency and agility — as if they were on-premise. With an emphasis on reliability and high-touch customer service, Webair is a true technology partner to enterprises and SMBs including healthcare, IT, eCommerce, SaaS and VoIP providers. Because Webair focuses on its core value of owning managed infrastructure within its own facilities, it is also an ideal cloud solution provider and business partner for VARs, MSPs, and IT consultants. For more information, visit [www.webair.com](http://www.webair.com).

## Why CCSI?

CCSI provides the highest quality of service in the industry for the full spectrum of technologies—from network infrastructure, containers, managed services, IP security, cybersecurity, SDWAN, IP telephony, cloud services to storage solutions. Learn more at [www.ccsinet.com](http://www.ccsinet.com).

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