

# VirtualArmor Uses Open Security Intelligence to Guard Customers Against Cyberthreats

## Summary

### Company:

VirtualArmor

### Industry:

Managed Service Provider

### Business Challenge:

Create a network infrastructure capable of bringing robust, cutting-edge security services to customers

### Technology Solution:

- Spotlight Secure
- vSRX Services Gateway
- SRX Series Services Gateways
- Junos Space Security Director

### Business Results:

- Gave customers more options for threat intelligence
- Automated security monitoring and updates for lower OpEx
- Built adaptive security protections on an open foundation

As cybercrime becomes more complex and sophisticated, companies struggle to stay ahead of the attackers. This is no easy task, as evidenced by high-profile cases of credit card theft and breaches of sensitive customer data. Many organizations turn to consulting partners with deep security expertise to help them navigate the murky waters of doing business in a digital age.

## Business Challenge

For VirtualArmor, which specializes in advanced network and cybersecurity solutions, helping organizations protect their critical network infrastructure from new and advanced threats is Job #1. VirtualArmor provides a range of managed services, professional services, and software development solutions.

Since no two organizations are alike, VirtualArmor found itself having to build custom solutions for clients. This was taxing, and the company wanted to find a way to standardize processes and solutions to reduce time and effort while giving customers better than a one-size-fits-all solution. "We're always looking for ways to automate our processes and our responses to speed up delivery of our service to customers," says Mark Precious, CTO of VirtualArmor. To achieve this goal, VirtualArmor decided to look for an open, scalable platform that would let it easily integrate with third-party apps or custom data feeds and seamlessly mitigate advanced security threats.

As a Juniper Elite partner for 10 years, VirtualArmor was very familiar with Juniper's network and security solutions. "Juniper has been very easy to work with as a partner, with a very understandable pricing and ordering process and customer management," says Precious. "It's been a pleasure working with Juniper."

*"Security intelligence from Juniper allows us to be more efficient and more proactive and also include additional feeds that might be value-added services."*

Mark Precious, CTO, VirtualArmor

## Technology Solution

To help its customers thwart malware and advanced threats, VirtualArmor leverages Juniper's high-performance, scalable, and intelligent security solutions, including Juniper Networks® Spotlight Secure, vSRX Services Gateway, SRX Series Services Gateways, and Junos® Space Security Director. With Juniper's advanced security solutions, VirtualArmor can provide customers with rapid, coordinated protection against advanced threats from its network operations centers in Colorado and the UK.

Spotlight Secure, Juniper's threat intelligence platform, provides adaptive threat protection, linking security intelligence to policy enforcement. Spotlight Secure aggregates feeds from multiple sources and brings actionable intelligence to VirtualArmor's security operations. These sources include Juniper and third-party threat feeds, as well as threat detection technologies, allowing VirtualArmor to choose the most appropriate threat detection technologies. Spotlight Secure works in conjunction with SRX Series security platforms, which provide high-performance, scalable protection and security service integration for the network operations center (NOC) and edge.

VirtualArmor uses vSRX to provide advanced virtualized security services, robust networking, and automated management in a VM format, allowing administrators to dynamically deploy and scale firewall protection without sacrificing performance, availability, or control.

The NOC team uses Junos Space Security Director for centralized security policy management that is enforced across emerging and traditional risk vectors. With Security Director, security administrators can quickly manage all phases of the security life cycle, including threat intelligence.

## Business Results

Juniper's powerful, open, scalable, and intelligent security has given VirtualArmor the foundation it needs to provide an agile response to the rising volume and sophistication of cyberthreats. "Security intelligence from Juniper allows us to be more efficient and more proactive and also include additional feeds that might be value-added services," says Precious. "We can automatically input alerts from our SIEM solution directly into perimeter security in an automated, hands-off way."

With Spotlight Secure, VirtualArmor can tailor protections to address customers' specific risks and respond more quickly to incidents with a minimum of manual effort. "When customers are advised of a certain threat, we can apply security intelligence to our global infrastructure so they're protected," Precious says. "Juniper's open, intelligent framework allows us to do that in a much more automated fashion and gives us the capability to handle large data sets in a dynamic and timely way."

Juniper's open architecture has made it possible for VirtualArmor to integrate Juniper's data feeds as well as third-party feeds and push them directly into Juniper's security infrastructure.

"Juniper's openness helps us have more choice over what type of information we want to bring into our network," Precious says.

"We can push that information down to our perimeter security appliances and take action against other types of traffic directly on the SRX Series platforms." This information sharing also goes the other way, with VirtualArmor able to send intelligence through the cloud to Spotlight Secure, which distributes the data across multiple customers.

With the security protections afforded by Juniper, VirtualArmor has been able to bring in new business, according to Precious. "One customer had already decided on another network and security vendor due to their history, but we were able to provide a compelling case based on the Juniper platform," he says. "Because this company was global but didn't have IT staff at all their locations, they needed a system that provided strong security and reliable operations without requiring hands-on engineers having to run to those locations. With Juniper's centralized management, automated updates, and redundancy, we could help them meet their goal of reliable, autonomous deployment."

## Next Steps

Cyberattacks are constantly evolving, forcing companies and their IT partners to keep up with the latest threats and find new ways to defend against attackers. To stay ahead of the curve, VirtualArmor is looking closely at how to apply SDN concepts to security. "We're looking at security service chaining to help our customers who are deploying SDN architectures or private cloud infrastructures to secure those environments," Precious says. Until then, VirtualArmor couldn't be more pleased with the doors the new infrastructure has opened.

## For More Information

To find out more about Juniper Networks products and solutions, please visit [www.juniper.net](http://www.juniper.net).

## About Juniper Networks

Juniper Networks is in the business of network innovation. From devices to data centers, from consumers to cloud providers, Juniper Networks delivers the software, silicon and systems that transform the experience and economics of networking. The company serves customers and partners worldwide. Additional information can be found at [www.juniper.net](http://www.juniper.net).

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