NGS
Next Generation Solutions

Unlock recurring revenues in a cloud-first world

Westcon

What is Westcon Next Generation Solutions (NGS)?

Westcon NGS is our solution-driven go-to-market initiative, helping reseller partners to drive recurring revenue around:

- Zero Trust Access
- IoT/OT Security
- Next Gen SOC
- Secure Cloud and DevOps

We are working with best-of-breed vendors in these spaces and will help our partners identify the solutions best suited to them, their customers and long-term strategy.

NGS
Next Generation Solutions

Why any security reseller should consider NGS technologies

Growing opportunity

- NGS focuses on cloud and aaS security solutions generating recurring revenue, driving increased business predictability and stability.
- The global security market is predicted to grow by $64bn by 2023 (~10% YoY). Westcon NGS focuses on technologies that grow at about twice that rate (~20%).
- We are partnering with NGS technology providers outperforming the market and growing up to 3x YoY.

Security vision

- Security is a moving target. Keeping up with the ever-evolving security threats requires resellers and their customers to consider new and emerging technologies.
- Support changing business needs, demanding scalability and flexibility, by focusing on cloud-native security technologies from and to the cloud.
- Position yourself as a trusted, value-added provider of full security solutions, creating customer loyalty and a competitive advantage when pitching for new business.

A holistic technology portfolio

- A well-rounded security technology portfolio contains both the traditional technology leaders with large install bases and market recognition, and emerging and pure-play vendors.

How Westcon can support your NGS journey

Solutions-led

We deal in solutions not specific vendor technologies. Our NGS business is built around solution pillars and we'll work with you to identify which market you'd like to explore and which vendors serve this market's needs.

Technology synergies

We have developed a best-of-breed portfolio of emerging, cloud-native vendors across the four NGS solution pillars. These new technologies integrate with our existing vendor portfolio, creating the opportunity for strategic synergies and technology cross and upsell.

Expertise

Our NGS dedicated teams support you to identify the opportunity, define an NGS strategy, enable your team, drive demand, support PoCs/demos and close a deal.

Training

We offer a large portfolio of vendor qualifications and training as well as vendor-agnostic courses, collaborating with bodies such as the DevOps Institute.

NGS
Next Generation Solutions

Solution-based go-to-market

Four NGS pillars

NGS
Next Generation Solutions

Zero Trust Access

Next Gen SOC

Secure Cloud and DevOps

IoT/OT Security

Solution areas

End point and mobile

Network and infrastructure

Identity

Data and applications

Cloud

Business challenges driving Next Generation Solutions

Digital transformation increases the risk of cyber attacks

Lack of visibility

Rapid adoption of cloud apps, services and mobile devices has resulted in a less clearly defined perimeter and lack of visibility for security teams.

Increased attack surface

As businesses transform, their network becomes increasingly complex, resulting in expanding attack surfaces that are hard to secure.

Increased amount of security alerts

As complex enterprises embrace the cloud, they are often buried in unmanageable amounts of security alerts, paralysing expensive and hard-to-find security analysts resulting in slow response rates to meaningful alerts.

Scarcity of skilled security analysts

Increased numbers of dedicated SOCs has resulted in analysts' salaries sky-rocketing. Businesses have to prove productivity and ROI of these expensive resources.

Increased volume of shared data

The ever increasing amount of data being shared digitally and the surge of global data privacy legislations, makes keeping company data identified and safe a real struggle.

Disparate workforce and customer base

The mobile workforce is growing faster than ever, working from multiple locations and networks using managed or unmanaged devices. Customers may access company portals or digital services.

Absolute need to provide security without affecting network or application performance

When businesses adopt SaaS applications such as Office 365 or G Suite, it is often business critical for these to work seamlessly and at speed.

NGS
Next Generation Solutions

Next-Gen Portfolio Pillars

NGS
Next Generation Solutions

	Zero Trust Access 'Never trust, always verify' Keep assets, data and apps safe – wherever they live	Next Gen SOC Detect attacks and breaches early, in the face of exploding threat volumes and sophistication	Cloud Security and DevOps Make cloud and app development secure and automated	IoT/OT Security Visibility of OT and IoT environments with threat detection and risk assessment
Network	• SDP/ZTNA • Crypto segmentation	• Threat intelligence • Network detection and response • Security policy management	• Zero trust cloud security • N-S, E-W FW • FWaaS	• OT endpoint security • OT network segmentation • OT network monitoring • DDOS protection
Infrastructure	• Secure web gateway • Browser isolation • Centralised security management	• EDR • SIEM-UEBA • SOAR • Deception	• Application delivery • CSPM • CASB • Container security • API security / WAF/WAAP • Monitoring / dashboarding	• NAC • Secure remote access
Identity	• Access management / IDaaS • PAM		• Access management / IDaaS • PAM	
Applications and data	• Data classification • DLP	• Vulnerability management	• Vulnerability management • DLP	• Vulnerability management

7

NGS differentiation vendors

NGS
Next Generation Solutions

	Zero Trust Access		Next Gen SOC		Cloud Security and DevOps		IoT/OT Security	
Network	**SDP/ZTNA** • Pulse Secure • Symantec • Netskope • F5	**Crypto segmentation** • Certes	**Threat intelligence** • Infoblox • F5 **Security policy management** • FireMon • Vectra	**Network detection and response** • Palo Alto Networks • Vectra	**Zero trust cloud security** • Palo Alto Networks **FWaaS** • Check Point • Palo Alto Networks • F5 • Check Point	**N-S, E-W FW** • Check Point • Palo Alto Networks • F5	**OT endpoint security** • Symantec • Trend Micro **OT network monitoring** • CyberX	**OT network segmentation** • Check Point • Palo Alto Networks **DDOS protection** • F5 • Netscout
Infrastructure	**Secure web gateway** • Netskope • Symantec • F5 • Menlo	**Browser isolation** • Symantec • Melon **Centralised security management** • Check Point	**EDR** • Symantec • Trend Micro • Palo Alto Networks • Check Point	**SIEM-UEBA** • Sumo Logic **SOAR** • Palo Alto Networks	**Application delivery** • F5 **CASB** • Netskope • Symantec • Check Point • Menlo **API security / WAF / WAAP** • F5 • Pulse Secure • Check Point	**CSPM** • Check Point • Palo Alto Networks • Netskope **Container security** • Palo Alto Networks • Trend Micro • Check Point **Monitoring / dashboarding** • Sumo Logic	**NAC** • Pulse Secure	**Secure remote access** • Pulse Secure • F5
Identity	**Access management / IDaaS** • Ping Identity				**Access management / IDaaS** • Ping Identity			
Applications and Data	**Data classification** • Titus	**DLP** • Symantec • Netskope	**Vulnerability management** • Skybox		**Vulnerability management** • Palo Alto Networks • Trend Micro	**DLP** • Netskope • Symantec • Palo Alto Networks • Check Point	**Vulnerability management** • CyberX	

Our NGS vendor portfolio – Zero Trust Access

Westcon NGS vendor	What does the vendor do?	How do reseller partners benefit from working with this vendor?
CERTES NETWORKS	Industry-leading zero-trust security solutions that are network agnostic and have zero impact on performance.	Help your customers scale their data assurance posture to support the depth and breadth of any environment, whether deployed top-of-rack, in a virtual environment, between data centres or simply across the WAN or SD-WAN, while moving the conversation to business impacts and ROI.
netskope	A pure-play cloud security vendor that provides adaptive data-centric security.	Help your customers accelerate their digital transformation journey with a proven security platform that is data-centric, cloud-smart and fast.
Ping Identity	Identity security providing multi-factor authentication, intelligent access controls and identity data management.	Help developers and enterprise IT customer to be agile and rapidly extend identity to their applications and environments – on-prem, cloud or hybrid.
TITUS	Fast, reliable data identification and data classification.	Help your customers secure the ever-increasing amount of shared data and respond to the surge in global data privacy legislation. Any DLP project should start with data identification and classification.
Menlo Security	The world's only cloud proxy platform with an Isolation Core.	Differentiate yourself from your competitors by offering a real industry-first security solution, specifically designed to enable your customers digital transformation and SaaS adoption.
Other Westcon vendors in this arena	PulseSecure Symantec A Division of Broadcom f5 Check Point SOFTWARE TECHNOLOGIES LTD.	

Our NGS vendor portfolio – Next Gen SOC

NGS
Next Generation Solutions

Westcon NGS vendor	What does the vendor do?	How do reseller partners benefit from working with this vendor?
VECTRA	The leader in AI-based network detection and response solutions for cloud, SaaS and on-prem footprints.	Help your customers move from reactive to proactive threat hunting to drive next generation security. Vectra's large technology ecosystem and vendor integrations open up the conversation to a large market.
SKYBOX SECURITY	A cybersecurity management solution that brings together millions of data points to give clear insight of what they mean for an organisation.	Help your customers unite disparate solutions to enable process-driven services and support customers' long-term business initiatives.
FIREMON	A holistic network security policy management solution.	Provide your customers with a solution that keeps their network safe without sacrificing speed. FireMon has integrations with most leading security brands, offering resellers great up- and cross-sell opportunities.
sumo logic	The market leader in continuous intelligence, delivering real-time analytics and insights from a single, cloud-native platform to speed decision-making and improve customer experiences.	Licensed via a unique credit-based licensing model, Cloud SIEM Enterprise will provide the most cost-effective way to provide prioritised and contextualised threat data.

Other Westcon vendors playing in this arena	Infoblox	Check Point SOFTWARE TECHNOLOGIES LTD	paloalto NETWORKS	f5	TREND MICRO	Symantec A Division of Broadcom

10

Our NGS vendor portfolio – Cloud Security and DevOps

Westcon NGS vendor	What does the vendor do?	How do reseller partners benefit from working with this vendor?
netskope	A pure-play cloud-security vendor that provides adaptive data-centric security.	Help your customers accelerate their digital transformation journey with a proven security platform that is data-centric, cloud-smart and fast, following data everywhere it goes.
sumo logic	The market leader in continuous intelligence, delivering real-time analytics and insights from a single, cloud-native platform to speed decision-making and improve customer experiences.	Licensed via a unique credit-based licensing model, Cloud SIEM Enterprise will provide the most cost-effective way to provide prioritised and contextualised threat data.
Ping Identity	Identity security providing multi-factor authentication, intelligent access controls and identity data management.	Help developers and enterprise IT customer to be agile and rapidly extend identity to their applications and environments – on-prem, cloud or hybrid.
Menlo Security	The world's only cloud proxy platform with an Isolation Core.	Differentiate yourself from your competitors by offering a real industry-first security solution, specifically designed to enable your customers digital transformation and SaaS adoption.
Other Westcon vendors playing in this arena	paloalto NETWORKS f5 TREND MICRO Check Point SOFTWARE TECHNOLOGIES LTD. PulseSecure	

Our NGS vendor portfolio – IoT/OT Security

NGS
Next Generation Solutions

Westcon NGS vendor	What does the vendor do?	How do reseller partners benefit from working with this vendor?
CYBERX	Market leader in IoT and industrial cyber security.	Help your customers prevent attacks on industrial IoT/OT systems and be at the leading edge of new cyber threat prevention trends.
Other Westcon vendors playing in this arena	PulseSecure · paloalto NETWORKS · Symantec A Division of Broadcom · f5 · NETSCOUT · TREND MICRO · Check Point SOFTWARE TECHNOLOGIES LTD.	

Are you ready to take the next step?

- Next Generation Solutions consultation
- Discuss which solution complements your technology portfolio best
- Experience the solution for yourself and request a demo

Speak to your Westcon Account Manager to arrange

NGS
Next Generation Solutions