



McAfee
Service Provider
Program



Introducing the McAfee Service Provider Program

THE VACCINE FOR E-BUSINESS

An Outsourced Solution to Make Computer Viruses a Worry of the Past

In the battle for corporate anti-virus security, businesses need an around-the-clock anti-virus solution to encompass their entire business. To reach this ultimate security level, businesses face significant obstacles, including increased complexity, a scarcity of highly qualified personnel, and increasing deployment and management costs. Companies are now more than ever looking at their options to outsource these costly activities to a partner who can perform these services in a scalable manner at a fixed cost.

Enter the McAfee Service Provider (MSP) Program



MCAFEE

A Win-Win for Service Providers and Corporations

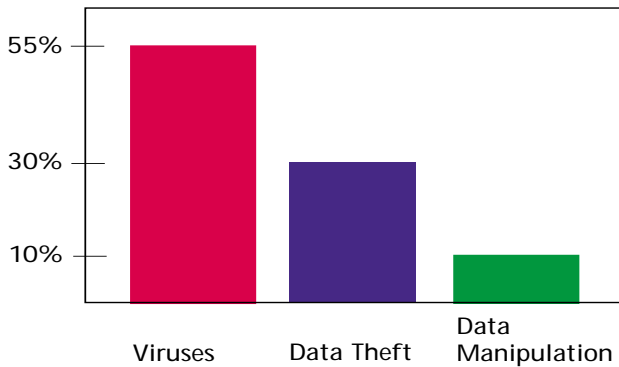
McAfee, the leading anti-virus protection software provider, has introduced an outsourced security solution that translates into a value-added revenue and profit generation vehicle for our partners. McAfee provides leading edge, carrier class technology to assure businesses a secure and worry-free end-to-end virus protection solution that delivers high returns on their investments. McAfee's anti-virus service provider program is a perfect complement to other service offerings such as firewall, VPN, or vulnerability assessment offerings.

"Syntegra is committed to protecting our customer infrastructures from Internet-borne viruses," said Judd Frahm, Director of Managed Services for Syntegra, the consulting and systems integration division of British Telecommunications plc. "We rely on products like McAfee Active Virus Defense to help us enforce consistent security standards from the global customer environments that we manage."

As the global leader in Internet security solutions and services, McAfee combines its best-of-breed technology with its world class support organization. With 20 offices worldwide and 24x7x365 support, McAfee guarantees non-stop protection for businesses everywhere and the support our partners need to deliver McAfee solutions. The McAfee superior technology is backed by the Anti-Virus Emergency Response Team (AVERT), the world's foremost anti-virus research group, and industry affiliations that allow service providers to offer an all-in-one package of hardware, software and anti-virus protection.

McAfee Service Provider Program

Biggest E-Business Security Threats



*Source: Information Week/Ernst and Young 1999

The Opportunity

The McAfee Service Provider program is specifically designed to create an opportunity for our partners to take advantage of one of the hottest new growth markets in our industry today. For managed service providers, application service providers, Internet service providers, Telcos and other outsourcing service providers, the MSP program is an opportunity to provide a secure, scalable and reliable technology to meet their customers' ever-changing operating environment. The MSP translates into:

- High value-added, ongoing service for customers
- New and continual revenue opportunities
- Enhanced customer retention
- Improved customer acquisition
- Reduction in customers' total cost of ownership of anti-virus management
- Industry affiliations enabling partners to provide comprehensive end-to-end solutions for their customers.

The MSP program provides secure solutions with several bottom line advantages:

- Transparent solution to protect all levels of their business without requiring in-house capability
- Ability to focus their limited technical resources back to the core applications needed to run their business
- Improved protection against virus outbreaks
- Potentially significant cost savings associated to outsourcing
- Lightning fast response time to virus outbreaks to minimize damage
- A complete solution from the world's leading anti-virus provider

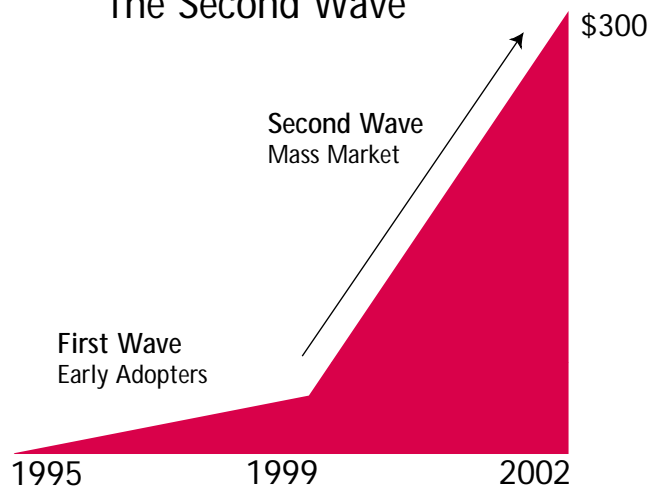
Why McAfee for Outsourced Security Services?

Reputation for one. McAfee's AVERT was the first to detect and find cures for the infamous "Melissa," "LoveLetter" and "Bubbleboy" viruses, as well as "Phage," the first wireless device virus. IDC ranks McAfee the market share leader in corporate anti-virus software worldwide by a 2-1 margin over the nearest competitor.

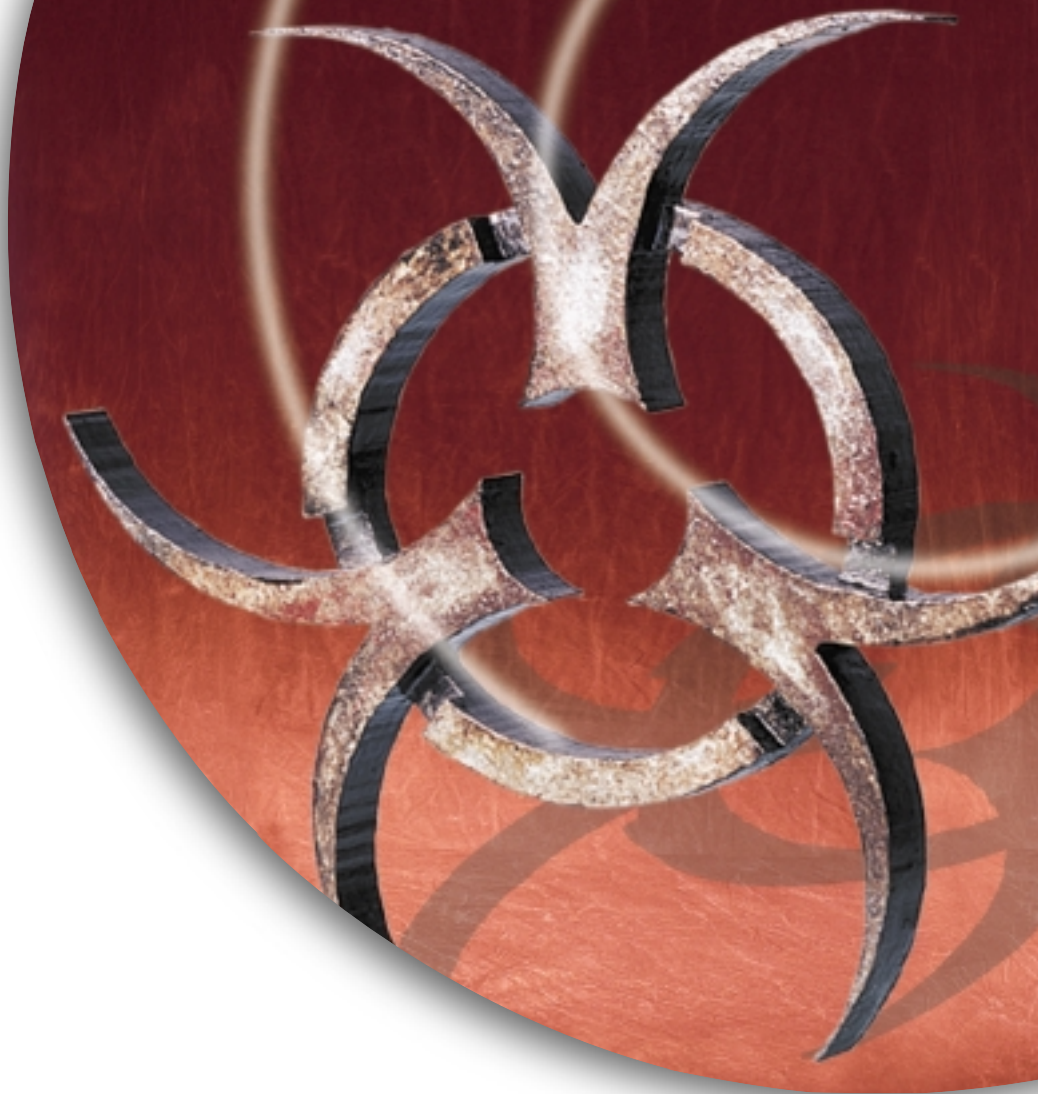
McAfee has developed the only true multi-tiered anti-virus system, comprising next-generation technologies designed to protect every level of business. Companies are shielded from viruses and malicious code that can infiltrate throughout the infrastructure—e-mail gateway, groupware, desktops, servers and mobile devices. And we provide the management tools crucial for tracking outbreaks, providing reports and enforcing anti-virus policies.

"McAfee offers the best virus protection in the industry, actively and aggressively shielding our customers from devastating virus attacks, like the IloveYou virus last year," said Joanie Mann, Vice President of Operations, InsynQ. "While the IloveYou virus forced many of our competitors to shut down, our customers remained completely unaffected and were able to carry on business as usual with the McAfee solution in place."

The Second Wave



E-commerce sales revenue in billions
*Source: eStats, 1999



Partner Support

McAfee's marketing and support programs for service providers fit a variety of business models and needs. We provide co-marketing programs and help service providers educate and retain customers.

Through McAfee PrimeSupport, we offer a variety of technical support packages to suit your requirements and budget. Our tiered portfolio of support services offers a range of options that include:

- A dedicated MSP technical support engineer from the MSP Enterprise Support Team for 24x7x365 problem resolution assistance and outbreak management
- Telephone or e-mail support, available around-the-clock or as defined by the customer
- Quick response: pager notification, 30 minutes; voicemail, 1 hour; e-mail, 4 hours
- Proactive notification through emergency outbreak DAT file services and deployment, 24x7x365
- Ongoing virus protection through weekly DAT file updates
- Designated support engineers
- 24x7x365 access to online knowledge databases
- Additional customizable options

What Next?

To find out more about how you can become an MSP, please contact your authorized McAfee sales representative by e-mailing McAfeeMSP@nai.com

Among the anti-virus tools you'll find nowhere else:

www.McAfeeB2B.com

Outbreak Manager automatically stops virus outbreaks before they start by searching the network for suspicious activities associated with viruses and by automatically securing vulnerable environments or alerting the e-mail administrator.

VirusScan Thin Client provides protection for desktop and mobile device users with the lowest bandwidth solution available on the market today - only 3.5MB to 5.0MB in total size. Companies can centrally manage, update, configure and gather information about the entire network without creating bottlenecks. VirusScan TC can be electronically deployed, providing end users immediate and automatic virus updates they need, and companies significantly lower their management costs. By eliminating maintenance of their anti-virus software by the end user at the desktop and eliminating the mailing time and cost of sending CDs to their end users, the savings is passed on to the customer.

ePolicy Orchestrator is the first truly scalable anti-virus tool that puts the power of enterprise-wide configuration management and enforcement at an administrator's fingertips, anytime and anywhere. Up to 100,000 internal and remote users can receive updates or upgrades quickly and easily.

Positioned in front of these tools is AVERT, a world class anti-virus Emergency Response Team (AVERT) providing businesses with critically needed infrastructure of services to quickly react to virus emergencies. AVERT is the top-ranked anti-virus research center in the world, employing researchers in 16 different countries. AVERT's goal is to advise and alert, not alarm.

What's At Stake

"Melissa." "LoveLetter." "Funlove." All are viruses most of us would like to forget. As e-mail viruses proliferate, the damage to businesses' infrastructures is astronomical. Consider these alarming statistics:

- In 2000, businesses worldwide lost more than \$17.1 billion due to virus attacks.
- 85% of companies interviewed for an FBI survey were victims of virus attacks in 1999.
- The companies spend between \$100,000 and \$1 million annually in curing virus disasters.
- Viruses are growing at an alarming rate. More than 76% of companies surveyed believed virus attacks have become worse since 1999.
- 55% of companies do not have or are not able to hire the staff needed to manage their anti-virus security requirements. This trend is also putting pressure on companies to focus the staff they do have on their core business applications thereby compromising security.

- 70 to 80% of the typical customers' total cost of ownership is in the ongoing management of their anti-virus program. Actual software and hardware cost is only about 20% of their total cost of ownership.
- McAfee AVERT receives more than 4500 virus submissions every month on top of the more than 55,000 known viruses. Every month, 500 new ones are discovered.
- 87% of all viruses are now sent through e-mail attachments.

That's why it should come as no surprise that managed virus security is one of the fastest growing markets today.

Stalker Software will embed McAfee's industry-leading VirusScan engine into the Stalker CommuniGate Pro product providing e-mail connectivity for more than 6 million users of over 3,000 sites. "McAfee clearly stands out among the competition, offering the best anti-virus solutions available in the market," said Vladimir Butenko, president and CEO for Stalker Software, Inc. "After a diligent evaluation of other anti-virus vendors, we are proud to offer our customers McAfee's industry-leading anti-virus solution."



For more information on the McAfee Service Provider Program, contact your authorized MSP/OEM sales representative..

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