

Infinigate Firewall as a Service

Infinigate Firewall as a Service allows you to increase revenues from the rapidly growing cybersecurity market. Choose different solution elements – including leading firewall hardware or software solutions and end to end management and monitoring – to augment your existing firewall delivery capabilities. Alternatively, you can have the Infinigate team deliver the entire service for you as an end-to-end, white-labelled offering, allowing you to focus 100% on winning new contracts and growing your business.



According to a recent article by Forbes¹, the shift to remote working over recent years has been welcomed by hackers and other cybercriminals. With access to more vulnerable endpoints, the number of high-profile data breaches is increasing, along with higher incidents of ransomware attacks, and relentless targeting and hacking of critical infrastructure and supply chains.

As a result of these inexorable trends, investments in cybersecurity technologies, including firewalls, is also increasing exponentially. However, organisations are looking for more flexible ways to deploy and pay for firewalls and other security infrastructure – including owned, leased, and fully OPEX based cloud delivery and billing models.

If you are keen to maximise the revenue opportunities of selling leading-edge firewall solutions to your customers, Infinigate can help.

We have the industry leading technology solutions, expertise, resources and skills needed to fill any gaps in your existing service-delivery capabilities, or to deliver firewalls to your customers as a fully managed, white-labelled service.

¹ [Cybersecurity in 2022 – A Fresh Look at Some Very Alarming Stats \(forbes.com\)](https://www.forbes.com)

What is Firewall as a Service from Infinigate?

Infinigate delivers as much technology and support as you need to sell hardware or software-based firewall protection to your end customers. Typically, we support three types of firewall delivery model:

- 1 Infinigate engages with you to provide firewall hardware or software to your end customers**
In this scenario, we can provide hardware-based firewalls or virtual machine firewall software for your customers based on either a CAPEX (bought), or OPEX (leased) billing model. You can then manage and monitor the firewall for your customers on an ongoing basis.
- 2 Infinigate provides a firewall for your end customers as a fully managed service**
This means that we provide both the firewall hardware or software, plus full management and monitoring of the firewall for your end customer on an ongoing basis. This allows you to deliver the firewall protection for your customer in a very 'hands off' way, while still increasing your revenues.
- 3 Infinigate provides management and monitoring for a firewall solution you have already deployed for an end customer**
If you have already put a firewall solution in place for an end customer, but no longer have the skills or resources to manage it on an ongoing basis, the Infinigate team can take this on, allowing you to extend your revenues and renew contracts long into the future.

What do your customers get with Infinigate Firewall as a Service?

Infinigate Firewall as a Service is a comprehensive set of capabilities that meet the specific cybersecurity needs of end customers. These include:



Pre-configuration of firewall hardware or software by our skilled teams
to support low-touch deployment on customers' premises, or from the cloud



24x7 hardware or software monitoring
with rapid responses to suspected security breaches and technical issues



Regular firewall healthchecks
to ensure that all relevant configurations and policies are up to date and functioning correctly



Quarterly performance reports
on cybersecurity risks and potential breaches



Ongoing firewall firmware upgrades and patching
To ensure that security is optimised on an ongoing basis

The unique value of Infinigate's Firewall as a Service

Firewall as a Service offerings are increasingly numerous in the market, but not all of them are created equal. There are three key reasons why Firewall as a Service from Infinigate is trusted by x organisations worldwide to protect their people, data, and assets.

1 Our proven cybersecurity experience over more than 4 decades

Infinigate has been involved in the cybersecurity industry for 45 years, and has closely monitored the constantly shifting threat landscape during this time. Our experience of configuring, deploying and managing multiple generations of firewalls, and our close relationships with the leading firewall vendors, ensures that our Firewall as a Service offering is truly industry leading in terms of the protection it offers your end customers.

2 Our uniquely flexible, modular solution

With Infinigate you (and your customers) can choose to adopt a single aspect of our Firewall as a Service, such as hardware or software infrastructure or a monitoring service. Alternatively, you can have us deliver a fully managed service from end to end, which means you can participate fully in the firewall market with no need for specialist skills, experience, or resources. This flexible, modular approach means that our Firewall as a Service offering can meet your needs – irrespective of your existing firewall delivery capabilities.

3 Our European-wide delivery capabilities

Infinigate has true, pan-European reach with Firewall as a Service deployments in the UK, Benelux, Germany, and all other areas of Europe.

Find out more

To discover more about Infinigate's Firewall as a Service offerings, and how they can help you maximise your cybersecurity revenues and increase value for your customers, please contact servicesplus@infinigate.com.

You can also find additional Infinigate professional IT services that help you maximise your revenues at www.infinigate.com

About Infinigate

Infinigate is an EMEA cybersecurity powerhouse covering over 100 countries. Our focus and deep technical expertise in cybersecurity, secure networks and secure cloud for SMB and enterprise set us apart. Our 1,250 employees provide locally tailored services complementing a robust central supply chain, sparking growth for our partners, MSSPs and vendors.