

How to win with Menlo

Organizations are making significant investments in cybersecurity, yet breaches continue to happen. Legacy detect-and-remediate approaches aren't securing modern work, are costly, and IT teams are spending far too much time responding to troves of – many times false – alerts.

As a result, companies of all sizes are re-thinking and re-architecting their applications, network access, and security controls around Zero Trust principles. With Menlo's Cloud Security Platform powered by an Isolation Core™ organizations remove all risk by not allowing direct access to the Internet.

Use Case example

U.S. Dept. of Defense

3.5M users protected by Menlo Security

Challenge:

- Malware and phishing continued to be a problem
- Existing security stack was insufficient
- Existing solution couldn't scale on-premises
- Slow web experience

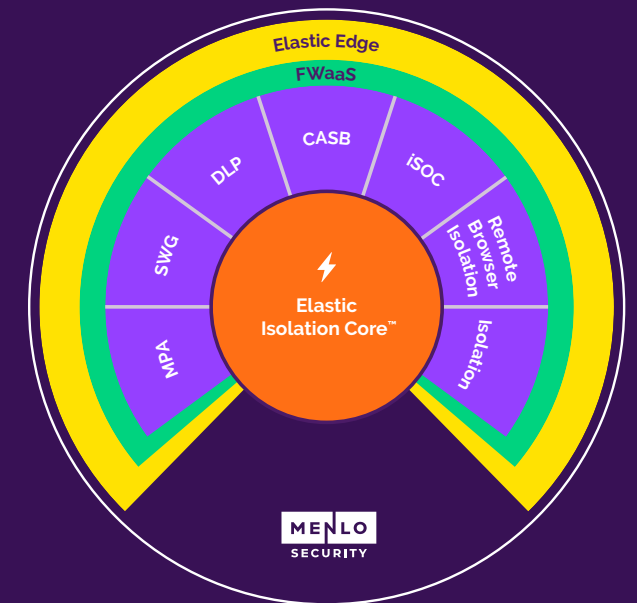
Solution:

- Superior security because of isolation
- \$300M in savings
- Complete user visibility and control
- Improved web experience

Menlo Cloud Security Platform

Consolidates SWG, DLP, and CASB into a single cloud-based solution powered by an Isolation Core™ and eliminates online (web, email) breaches 100%, and reduces security alerts by 90%.

Trusted by large organizations including JPMC, AMEX, HSBC, 8 out of 10 largest banks, and the Department of Defense.



Secure Web Gateway (SWG)

Cloud platform with a single interface. Isolates threats from reaching users and eliminates the need for a manual approach.

Remote Browser Isolation (RBI)

Delivers safe content by eliminating malware from web and email. Highly scalable with full visibility and granular control.

Cloud Access Security Broker (CASB)

Secures cloud applications and provides direct and secure access to SaaS platforms, without interruption.

Data Loss Prevention (DLP)

Contains sensitive data and provides seamless protection to valuable information.

Isolation Security Operations Center (iSOC)

Bolsters SOC effectiveness by closing security holes and gaining access to actionable threat intelligence.

Menlo Private Access (MPA)

Fast and reliable web application access that relieves the pain of antiquated VPNs.

Email Isolation

Eliminates all email-delivered malware and delivers only safe content.

Key use cases

Securing Digital Transformation

- Secure Internet and email access
- Eliminate additional IT overhead
- Allow download of files in safe pdf format
- Original document viewing without downloading original file
- Complete protection from web and email-based threats
- Reduce costs with a scalable cloud-based deployment
- Identify and prevent sensitive data sharing

Secure Remote Workforce

- Reduce VPN traffic by 70%+ without increasing risk
- Security policy applied to all traffic without overwhelming bandwidth and capacity
- Secure access to personal webmail sites
- Allow users to easily view secure documents
- Seamless user experience with existing browser and no additional software to deploy

Improve Security and Business Outcomes with Zero Trust

- 100% protection from malicious web code and downloads
- Allow access and enable a less restrictive web policy for users
- Read only access to uncategorized or risky sites
- Granular file viewing and file download based on policy
- 90% reduction in security alerts
- Visibility and control into SaaS apps limiting risk of Shadow IT

Key business drivers

Protecting Productivity



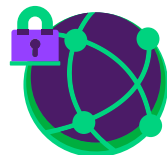
- Complete Protection From Online Threats
- Users Work Safely From Anywhere/ Any Device Without Interruption

Email Security



- Phishing Protection
- Ransomware Protection
- Attachment Isolation

Web Security



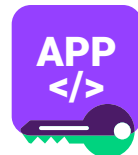
- Cloud-Delivered Proxy
- URL and Content Filtering
- SSL Inspection
- Credential Loss Prevention
- Analytics and Reporting

Threat Prevention



- Complete Browser/ Doc Isolation
- FWaaS
- Sandbox/AV
- URL Reputation

App/Data Protection



- Cloud DLP
- Cloud App Visibility and Control
- Zero-Trust Network Access
- Read-Only with Isolation

Technology Partners



[Learn more](#)

How Menlo Security wins



Centralized platform

Converges SWG, CASB, DLP, and RBI eliminating multiple appliances and giving IT managers one interface to navigate.



Single, scalable cloud

Eliminates planning of traffic or users being added to the service; scales as needed with <100ms latency.



SWG with Isolation Core™

A cloud proxy that provides isolation all within the same price point as a stand-alone cloud proxy, no hidden charges.

Ideal customer profile

- Prioritizing modernization/digital transformation
- Motivated by regulatory compliance
- Wants to save on security and deployment costs by moving from on-premises to a cloud solution
- Enterprises with hybrid workforce user requirements

Buyer personas



Purchasers

CISO
CIO



Approvers

VP of Security
VP of Networking



Influencers

Security Director
Security Manager
Security Operations
Security Analyst