

Product Comparison:

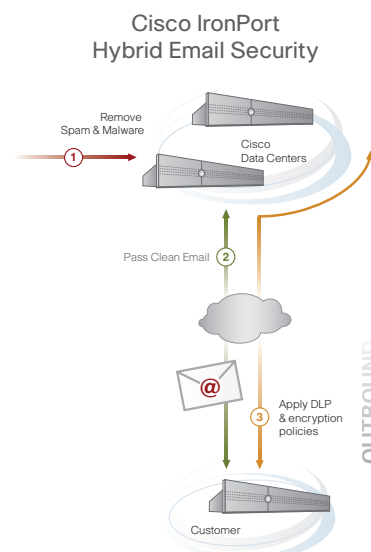
Cisco IronPort Hybrid Email Security vs. Appliance and Competitive SaaS Model

What is Hybrid Email Security?

Hybrid refers to utilizing a split deployment model to perform email security. Specifically, the model includes a cloud-based email security infrastructure working in unison with an on-premises email security infrastructure. Such a model provides customers with maximum deployment flexibility.

What are the Benefits?

Hybrid solutions combine all the benefits of an in-the-cloud service with the granularity required to protect sensitive data from leaving an organization. Incoming email is cleaned with anti-spam and anti-virus technologies in the cloud, and on premises appliances are used to protect outbound email with data loss prevention (DLP) and encryption.



Why is Cisco IronPort Hybrid Email Security better than a combination of two vendors?

Cisco IronPort Hybrid Email Security

Centralized Tracking and Reporting

A single interface provides email administrators the ability to track messages as well as access to over 20 reports that span both the cloud and on-premises deployments.

Predictable Business Planning

Capacity assurance is provided for future email volume growth on cloud-based and on-premises deployment models. This, along with the OpEx-based pricing model, simplifies business planning.

Simplified Training and Management

The same industry-leading Cisco IronPort email security technology powers both deployments, thereby reducing training and day-to-day management costs.

Flexible Software Deployment

Customers pay for software once, and have the flexibility to deploy it – in the cloud, on-premises or both – for no additional costs.

Separate Cloud-Based & On-Premises Vendor

Separate Tracking and Reporting

Customers log into separate interfaces for tracking and reporting data, and do not have access to a wholistic view of the system. The cloud-based component typically incurs ticket-related delays.

Complex Business Planning

Neither capacity assurance nor OpEx-based pricing is provided for on-premises deployments. Additionally, customers have to coordinate renewals, which complicates business planning.

Increased Training and Management

With two different vendor solutions, email administrators have to be trained on separate solutions and work with disparate support models – adding to an organization's ongoing costs.

Separate Software Licenses Increase Costs

If customers have separate inbound and outbound use cases, they will have to pay twice for the same software. For example, deploying anti-virus for inbound email in the cloud and for outbound email on-premises would mean double the cost.