

What is Websense Enterprise?

Websense Enterprise is the world's leading web filtering solution. Websense Enterprise allows organizations to manage and report on internet and protocol use. Websense Enterprise integrates seamlessly with leading network infrastructure solutions to offer unequaled flexibility and control.

Value Proposition

Websense Enterprise helps organizations manage and enforce internet and protocol use policies. The result is improved productivity, decreased risk of legal liability, and the optimal use of IT resources.

Who is Interested?

- Network Administrators
- Network Managers
- VP Information Technology

Organizational Challenges

- Manage access to websites to minimize lost time on the internet.
- Manage internet access and enforce use policies to mitigate legal liability.
- Consistently provide network services and access to mission-critical applications.

Discovery Questions

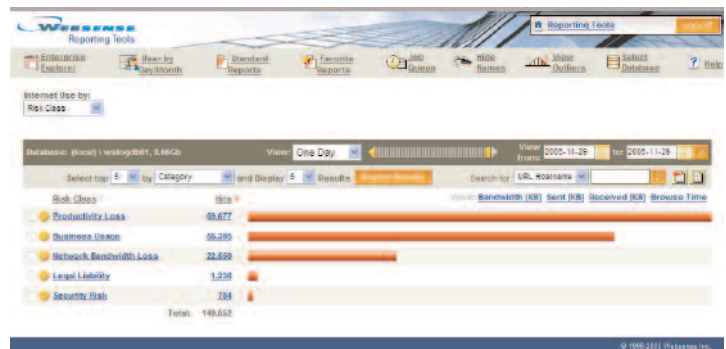
- How much time do users spend on the internet?
- How much bandwidth is consumed on non-work related activities?
- How is the organization minimizing legal liability risk associated with internet use?
- How often does the technical infrastructure change?

Value and Risk

- The average time accessing non-work-related websites at work is 3.06 hours a week. *Websense, Inc. Web@Work Survey 2006.*
- There is a 40% chance of infection with malicious code during the first 10 minutes of going online, and a 94% chance of infection within one hour. *Personal Computer World, March 2006.*
- (Spyware) is costing businesses almost \$350 a year per PC in administrative and help-desk expenses. *Newsweek International, August 2005.*

Key Features

- Comprehensive and accurate internet filtering.
- Minimal administrative overhead in setting and enforcing internet use policies through an easy-to-use central management console.
- Allow, block, continue, quota, block by bandwidth, and block by file type options for managing web access.
- Set policies based on users/groups defined in major directory services.
- Specify general patterns for URL matching in custom URLs, yes lists, and keywords.
- Set policies for file types and over 80 application protocols, including email, file transfer, remote access, streaming media, instant messaging (IM), and peer-to-peer (P2P) protocols.
- Search filtering that protects internet users from inappropriate images and videos during internet searches. Enforces safe searching with Yahoo and Google.
- Optimizes network bandwidth resources by prioritizing and managing network traffic in real-time, ensuring business-critical applications have priority access to network resources.
- Immediate, in-depth analysis, exception tracking, and trending capabilities with real-time monitoring and interactive drill-down reporting features.
- Pre-defined and custom reports at pre-set intervals or on an adhoc basis.
- Distribute reports automatically via email to selected individuals.



Websense Explorer

Upsell Opportunities

- **WebSense Security Filtering™** - Provides additional security-related website categories. Allows organizations to develop policies to block access to sites associated with Spyware, Phishing and Other Frauds, Keyloggers, Malicious Websites, Bot Networks, and Potentially Unwanted Software.
- **WebSense Remote Filtering** - Protects remote office and mobile laptop users inside and outside of the network from external security threats originating from malicious and inappropriate websites.
- **WebSense Client Policy Manager™** - Provides a comprehensive endpoint security solution by preventing the installation, execution, and network access of unauthorized applications, enforcing application use policies, and providing registry protection.

Compatibility

Microsoft® Windows® Server 2003

Microsoft® Windows® 2000

Red Hat® Enterprise Linux® 3 or 4: AS, ES, or WS, or Red Hat® Linux 9

Sun® Solaris™ 9 or 10

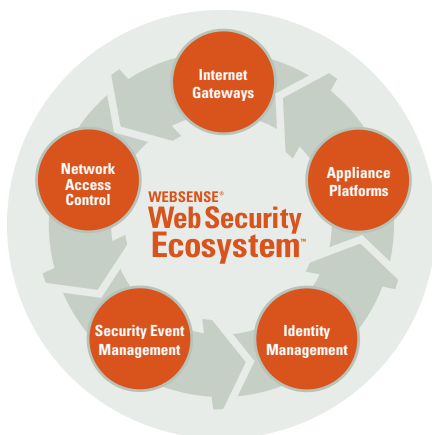
Citrix® Presentation Server™ 4.0

Citrix® MetaFrame Presentation Server™ 3.0

VMWare® ESX Server 2.5.x

The WebSense Web Security Ecosystem™

The WebSense Web Security Ecosystem is a comprehensive ecosystem of 40+ world class security and networking technology providers to enable easy deployment and integration of WebSense solutions in organization's environments. The WebSense technology alliance partner network incorporates vendors from leading security and networking markets, including: internet gateways, certified appliance platforms, network access control, security event management, and identity management.



Overcoming Objections

Q: How can I justify the price?

A: WebSense Enterprise provides a high return on investment by improving productivity and reducing help desk expenses.

Q: Aren't all filtering solutions basically the same?

A: No. Independent third-party testing confirms that WebSense is significantly better and more accurate at enforcing internet use policies and blocking malicious code from entering the organization. As a result, WebSense Enterprise can outperform the competition in improving productivity and reducing costs.

Q: My organization already has written internet usage policies, why do I need WebSense?

A: Unfortunately written policies are not sufficient enough to enforce the organization's policies. Even users that follow written policies expose the organization to risk by mistakenly visiting sites that contain inappropriate material or visiting "innocent" sites that contain harmful malicious code.

Why WebSense Enterprise is Better

Blue Coat:

- Is based on proprietary technology.
- Requires programming in proprietary scripting language.
- Has poor URL and protocol coverage.

Secure Computing:

- Can not enforce protocol use policies.
- Has limited integrations.
- Has poor management reporting.

SurfControl:

- Does not block keylogger or spyware backchannel communication.
- Lacks a comprehensive URL database.
- Only provides basic port blocking for 12 protocols.

Case Studies

Aurora Health Care - *Healthcare Industry*

Ohio Casualty Group - *Insurance*

Carnival Cruise Lines - *Travel*

Epicor Software Corporation - *Technology*

Additional Tools to Close the Deal

- Demo and demo script
- Competitive product comparisons
- Competitive analysis
- Datasheets
- Online reporting tools demo

<http://reportingtools.websense.com>

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