

ANGA COM 2025 | Axians In-Booth Theater

Network Security as a Service

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Corero Network Security

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June 4, 2025 v1.0



About Corero

DDOS – PROTECTION WITHOUT THE DOWNTIME



2024 HIGHLIGHTS

REVENUE

\$24.6m



ARR¹

\$19.5m



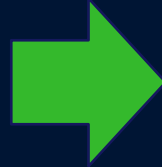
We are specialists in automatic detection and mitigation solutions, that include network visibility, analytics, and reporting tools. Corero's technology provides scalable protection capabilities against DDoS attacks, in even the most complex edge and subscriber environments, ensuring internet service availability and uptime.

We protect thousands of organisations worldwide, across many verticals. Our customers are primarily internet service providers, hosting providers, cloud providers and SaaS providers.

We are deployed internationally and, through our own teams and strategic partners, we continue to expand our footprint.



**Network
Security
as a Service**

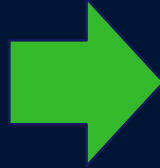


***“Value Add
for your
Network”***

Corero

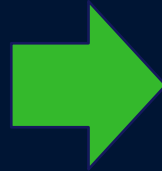


Our
Specialty:
DDoS
Protection



*“DDoS is a
daily threat
to your
network”*

Our Alliance Partners



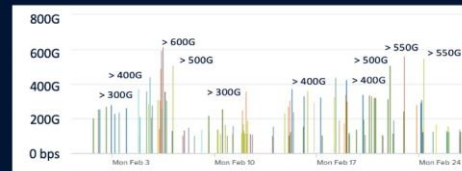
DDoS Activity is on the Rise



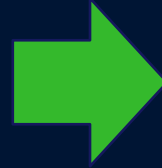
Rule of 10 ?

10 Year Trends in DDoS Attacks

- From 100G bps to >1T bps
- From 10Mpps to >100Mpps
- 10x attacks each 1/10 b/w
1Tb -> 100G -> 10G
- 10x number⁷ of vectors



**Your
Customers
need
Protection**



**“Business
Subscribers will
pay for it”**

**Additional
€ MRR Service**

MONETIZING YOUR DDoS SOLUTION AS A SERVICE —

Corero enables providers to easily deliver award-winning real-time DDoS protection as a premium security service to their customers.

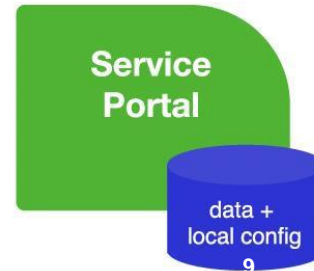
Providers can:

- » Monetize their DDoS protection, offering tiered levels of protection to tenants that deliver increasing value.
- » Structure their value-add service to suit the service model
- » Manage tenants centrally with our multi-tenant portal.

Provider



On-boards tenants by creating the tenant account* (login) and then enumerating the destination IP addresses that belong to that tenant



Portal generates tenant view by mapping destination IPs/ Ranges to tenants

Tenants



Tenant can login and visit a series of screens that display their relevant views/info

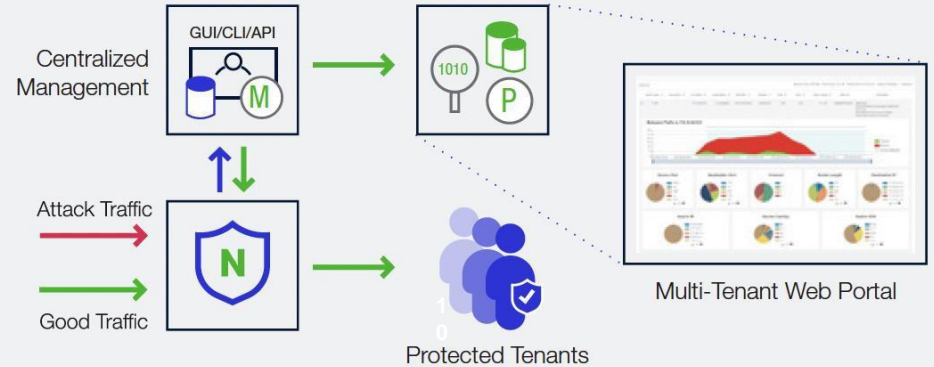
Tenant can also configure text aliases for easier reference to their protected destination IPs/ ranges.

Note: Tenants cannot modify the protection policy

How is it Deployed

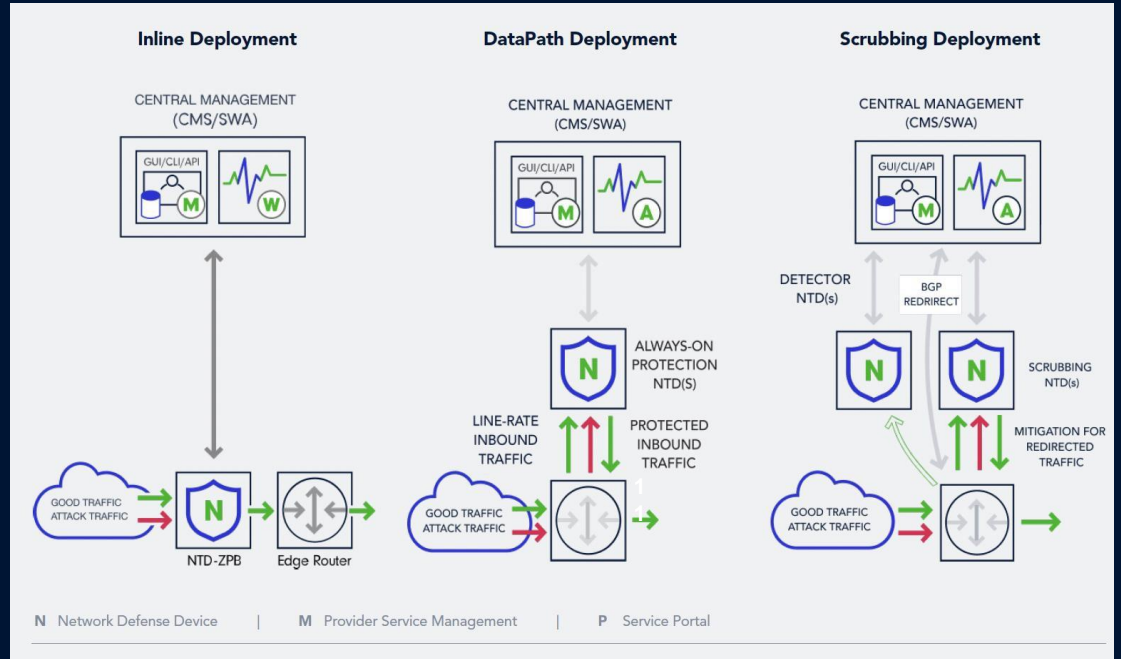
FIGURE 1

Providers can protect from DDoS attacks and offer as a service to tenants



N Network Defense Device | M Provider Service Management | P Service Portal

Flexible Topology for your Network



Self-Serve Monitoring, Reporting

- » DDoS attack monitoring dashboards globally, and per customer
- » Role-based access for provider and tenant customer users
- » Scheduled DDoS attack reporting and real-time alerting
- » Tenant customer life-cycle management

From: Provider <DDoS.Protection@YourProvider.com>
Date: Monday, June 28, 2021 at 11:07 AM
To: Tenant <Admin@TenantCustomer.com>
Subject: DDoS Event Alert

DDoS Event:

Tenant: Demo Tenant

Attack ID: 78dad4d01c06eefd72e0277e14da30c22d1f8c4b

Attack Description: UDP Reflection from SSDP (1900) to multiple services

Attack Status: completed

Attack Start Time / Attack Event Time: 11 Jun 2021 21:06 UTC / 11 Jun 2021 21:22 UTC

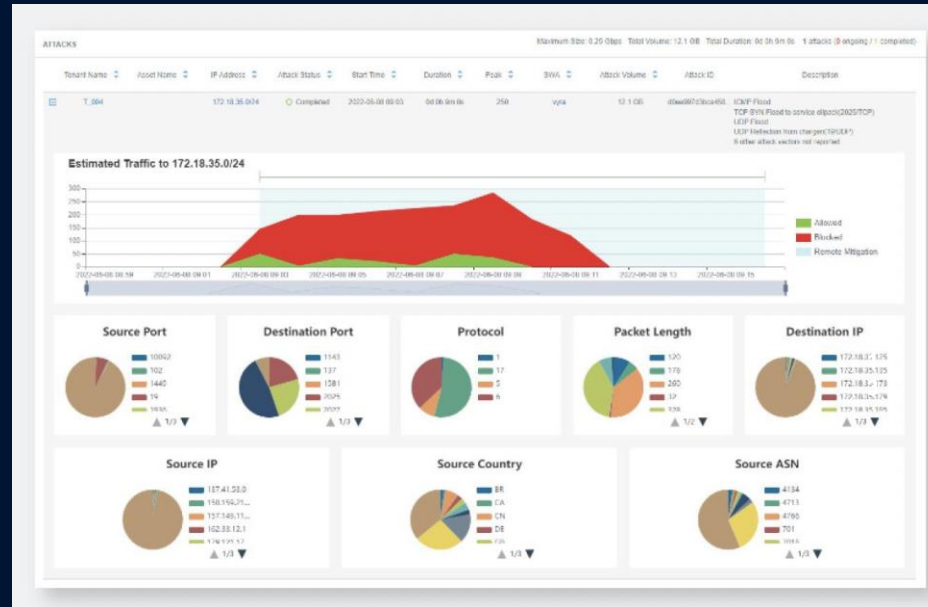
Attack Duration: 960 seconds

Technical Details:

Attack IP: 172.16.4.80

Attack Max Bitrate: 203 Mbps

Per Tenant Dashboards



FLEXIBLE PROCUREMENT MODELS —

Corero SmartProtect also includes the flexibility for providers to purchase real-time DDoS mitigation in a way that aligns to their business model. Options include a traditional CAPEX model where costs are met up-front, or an OPEX model where costs are spread evenly over multiple years.



Sales support for DDoS protection-as-a-service



MARKETING YOUR VALUE-ADD DDoS SERVICE ___

With SmartWall, providers are able to easily offer their DDoS protection as-a-Service to their downstream customers in a variety of ways:

1. Providers can offer DDoS protection included with their standard service offering, or
2. Optional add-on DDoS protection services, according to customer's subscription level. SmartWall's multiple service delivery options make it easy for providers to maximize their investment and deliver protection that best suits their business needs along with the needs of their customers.

We have produced a variety of collateral aimed at supporting your marketing of the DDoS Protection service:

- » **Infographic** to share with prospects and customers that provides a high-level overview of why choosing a provider with DDoS protection enables customers to have the highest levels of availability
- » **Solution Brief** to educate prospects and customers on the value of DDoS protection when it comes to choosing a provider to ensure uptime
- » **Brandable tenant user guide**

Transform DDoS protection into revenue

Deliver unparalleled peace of mind and increase your revenue with our DDoS Protection-as-a-Service. This solution not only integrates seamlessly but also simplifies identifying upsell opportunities among unsubscribed customers, effortlessly expanding your services and elevating your business.

- ✓ Turn security into a competitive advantage, enhancing client protection and your profitability.
- ✓ Uncover new revenue streams by identifying unprotected customers and showcasing security gaps.
- ✓ Visualize DDoS protection impact through clear, concise executive reports and charts.



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Why industry leaders choose Corero

"Forte's customers can visualize and manage their traffic throughout a sophisticated customer portal. The system protects customers from DDoS attacks without affecting legitimate traffic."



Sérgio Simas, Forte Telecom
CEO

Benefits snapshot



Boost revenue

Self-financing DDoS protection enhances customer satisfaction and boosts profits.



Prove value

Demonstrate effectiveness with clear, impactful and executive-friendly reports.



Stand out

Elevate your offerings with premium DDoS defense to attract and retain customers.



Identify opportunities

Quickly pinpoint and protect vulnerable customers to boost satisfaction and revenue.

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Summary:

Monetise DDoS Protection as a Service for your Enterprise Clients

- **Launch DDoS Protection as a Service**
 - Add a high-value security layer to hosting, cloud & connectivity
- **Differentiate the Customer Experience**
 - Real-time insights per customer via branded **Customer Portal**
 - Reinforce your position as a trusted, secure provider
- **Boost Sales Effectiveness**
 - Use **Tenant Prospecting** to identify at-risk customers and upsell protection
- **Operate with Minimal Overhead**
 - Always-on mitigation, fully automated
 - Multi-tenancy built in — no custom workarounds or manual policies
- **Support Compliance and Assurance**
 - Helps meet resilience standards under UK TSA & EU NIS2
- **Drive Recurring Revenue**
 - Monetisable, low-maintenance service with clear ROI

Thank you

[Info@corero](mailto:Info@corero.com)
[.com](http://corero.com)

**Vielen Dank
für Ihren Besuch!**

**Wie hat Ihnen der
Vortrag gefallen?**

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Referent: Ashley Stephenson,
Corero



Jetzt abstimmen