

## Why Use Software-as-a-Service (SaaS) for Web Filtering?

With the growth in quantity and complexity of threats now coming via Web browsing, filtering Web traffic is critical for businesses of all sizes. Companies cannot afford the IT resources to deal with spam and malware nor cope with wasted employee downtime.

- 30 to 40 percent of Internet use in the workplace is unrelated to business. (IDC, 2007)
- 52 percent of organizations report misuse of Internet resources, with the two most common being access to inappropriate websites (41 percent) and excessive Web surfing (36 percent) (Department of Trade and Industry Information Security Breaches Survey).
- By the end of 2007, 75 percent of enterprises will be infected with undetected, financially motivated, targeted malware that evaded their traditional perimeter and host defenses. Yet, these organizations will remain blissfully ignorant taking false comfort in antiviruses and network scans that continue to show zero infections. (Gartner, 2007).

Businesses that recognize Web access as a key communications tool have these choices:

**Do Nothing** – No longer a realistic option given the impact of a virus or spyware infection or the potential liability of users accessing inappropriate material on the Web.

**Software** – The software option requires purchasing, installing, and configuring both software and the hardware it runs on as well as ongoing maintenance and upgrades.

**Appliances** – The appliance option requires the same purchasing, installing, and configuring of both software and the hardware with arguably less maintenance and upgrades.

A better option is Web filtering in the form of SaaS.

Webroot® Web Security SaaS is a hosted web security solution that offers a powerful alternative to on-premise hardware and software solutions at a much greater value. Internet traffic is routed through Webroot data centers where malicious Web threats and unwanted content is blocked before it reaches your network. This reduces bandwidth and eliminates the need to purchase, maintain and support costly hardware and software solutions, and lets you focus on managing and growing your business.

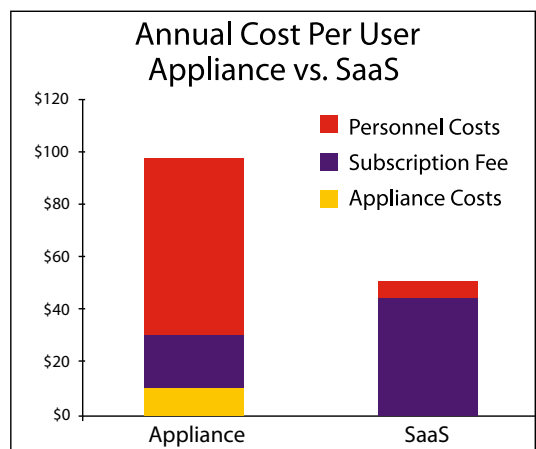
SaaS vs. Software vs. Appliances			
Issue	SaaS	Software	Appliance
Are additional purchases required?	No	Yes (Hardware and installation/configuration services)	Yes (Possibly a second device for backup)
Is set up quick and easy?	Yes	No	No
Are customers protected from a single point of failure?	Yes	No	No
Are guarantees of accuracy and availability provided?	Yes	No	No
Will bandwidth improve as a result of usage?	Yes	No	No
Is it maintained, updated and supported?	Yes	No	No
Will the system cope with new threats in real time?	Yes	No	No
Multiple site protection with a single purchase?	Yes	No	No
Protection for mobile users without the need to connect back to the corporate network or load VPN?	Yes	No	No

## Benefits of SaaS vs. Software and Appliances

- Better manageability
- Lower TCO
- Less administrative overhead
- Low barriers to switching
- SLAs–99.99% uptime guarantee
- Scalability and redundancy
- Reduced infrastructure – no hardware, no software
- Flexible customization
- Single point of entry improves security
- Application knowledge supplied by security experts

## SaaS Provides Predictable Costs and Lower TCO

Webroot Web filtering services are delivered at a fixed annual cost that allows for easy budgeting and ensures a predictable price without the need for hardware or software. This allows security expenditures to come out of your operating budget and not capital expenditure. Customers typically experience total cost of ownership reduction of up to 50 percent through reduced hardware and software purchasing costs, less staff resources maintaining hardware and application support and unplanned and planned downtime costs.



Graph Sources: Software-as-a-Service: A Comprehensive Look at the Total Cost of Ownership of Software Applications Software & Information Industry Association (SIIA), 2006. Pros and Cons of SaaS Secure Web Gateway Solutions Gartner, 2007

IT Benefits of SaaS	
<b>Storage and Bandwidth</b>	Less use
<b>Email Infrastructure</b>	Prolonged life and increased capacity
<b>IT Administration</b>	No personnel costs and no more upgrade headaches
<b>IT Help Desk</b>	Fewer calls, fewer issues
<b>Hardware</b>	No hardware required
<b>Software License or Maintenance</b>	No software, no patches, no compatibility issues

To learn more about security Software as a Service (SaaS), Webroot Web Security SaaS or Webroot Email Security SaaS, or to schedule your FREE trial, visit [www.webroot.com](http://www.webroot.com) or call us at 800.870.8102.

**Webroot Software, Inc. – World Headquarters**  
 2560 55<sup>th</sup> Street  
 Boulder CO 80301 USA  
[www.webroot.com](http://www.webroot.com) • 800.870.8102

**Webroot Ltd. – EMEA Headquarters**  
 Cart Lodge, Squerryes, Goodley Stock Road  
 Westerham, Kent TN16 1SL, UK  
[www.webroot.com/uk](http://www.webroot.com/uk) • +44 (0)870 1417 070

**Webroot Software Pty Ltd. – APAC Headquarters**  
 Level 11, Tower B, 821 Pacific Highway  
 Chatswood NSW 2067 Australia  
[www.webroot.com](http://www.webroot.com) • +61 (0)2 8448 8144 • 1.800.029.234

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