

SECURITY SERVICES

AGC NETWORKS



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Information security, governance, risk and compliance are the specialized areas that AGC Networks has been focusing on. The company has built a lot of intellectual property and services around security. The gamut of services that the company offers include very high end consulting i.e. IT governance, risk and compliance wherein it helps CEOs and CXOs to build IT security strategy, framework for compliances, and helps them get compliance certifications like ISO 27000.

The other services include vulnerability assessment, penetration testing, ethical hacking, and host of other services in high end security where it makes the senior management of any organization to understand where they are positioned with regards to security posture. The other significant area of focus for AGC is providing solutions in terms of technical implementation strategy where it helps the customers to build and implement those products and, at the same time, maintain and monitor those solutions. In total, the company offers wide range of services through consulting and technical solutions.

On the technical solution side, AGC launched

cloud-based managed security services last year, which is helping the companies to manage all its branches using this cloud solution. The company also launched security incident and event monitoring (SIEM) system for large banks and manufacturing sector.

The other technology areas where the company is keenly focusing on include Web Application Firewall, Database Access Monitoring, and Network Access Control. AGC believes that these are some of the unique and niche areas where a very few technology players are currently offering their services. Here, again the company has taken the lead and did some successful implementations last year.

The biggest USP of AGC is the combination of consulting and technical solutions that it offers to the customers. This means that post consultation, the company not only helps in building those solutions, but also monitor them on 24x7 basis.

Meanwhile, AGC has been working very closely with customers from BFSI sector and telecom companies like Vodafone and Tata Teleservices.

SECURITY SERVICES

IVALUE INFOSOLUTIONS



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As a premium technology enabler, iValue InfoSolutions offers end-to-end solution and related services for digital asset protection and data, network, and application management areas. The company has direct partnerships with 20 plus OEMs and address more than 5000 customers through 400 plus local, regional and national system integrators. It offers solutions and services in onsite/capex as well as cloud/opex model.

As far as the strength in security services is concerned, the team at iValue has been focusing on the digital asset protection area for the last 15 years. Most of the leading brands of today have been introduced and established by this team. This focused approach has helped the company to build deep technology insights along with domain expertise for key verticals. The company further believes that information security business is driven by governance, risk and compliance. Hence, the verticals with most compliance needs such as BFSI, telecom, ITeS, manufacturing, government, and e-Governance projects are the key verticals for security solutions and services of iValue. In fact, iValue has complete

offerings around data, network, application protection and management areas with high relevance to customers across size and vertical.

Since iValue has vertical teams for BFSI and government sectors, most of the projects have been undertaken in these vertical industries. The company has done deployment of security services for MNC, private, government and co-operative banks; MNC and private insurance companies; most of the leading global system integrators for their internal use and for their customers; and leading manufacturing and pharmaceutical companies.

Moreover, it has deployed multiple solutions to e-Governance initiatives such as SWAN, APDRP, SDC, Treasury, SCADA, CCTNS across multiple states mainly through national system integrators. Even the country's top telecom companies are its repeat customers. iValue believes that consulting is the first step in security practice, as it leads to security solutions and services opportunities. Probably why, close to 10% of iValue's overall revenue comes from security services and 40% from security solutions and services.

SECURITY SERVICES

COMGUARD INFOSOL



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COUNTRY MANAGER
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INFOSOL

Comguard Infosol is a part of Spectrum Group of Companies with offices in Dubai, Riyadh, Tunisia, Singapore, Mumbai, Bangalore and Delhi. The company started its operations in India in 2009 as a niche network and security technology distributor, wherein its product portfolio is studded with world class IT vendors like Kaspersky, WinMagic, Gateprotect, Accunetix, Array Networks, Aruba Networks, EnGenius, Brocade, Sangoma, Content-keeper and GFI.

Comguard has supported project requirements of leading enterprises in the Indian region. Leveraging on in-house technical support resources and strong channel support, the company has been recognized for its dedicated and sustained efforts to add value to its distribution role. As a Value Added Distributor, Comguard has created a niche for itself in the product distribution space, through its strong channel support, in-house technical support, trainers and inherent strength in infrastructure and customer service skills.

Comguard's resource pool consist of certified and quality pre and post-sales service, technical services

and support teams as well as in house marketing team which has been and is following the vision and mission which the company has envisioned for the future. The company also has in-built training facilities.

While the company has its footprint in most of the verticals industries, its clientele consists of government, banks, and corporate sector amongst others. Comguard, over the time has been recognized and has now become a renowned VAD.

Over the years, Comguard has been involved into many projects. One recent project that is worth-mentioning here is that of Maharashtra Police, City Thane, wherein the company's efforts have been acknowledged and appreciated by the top official from the Police department. The project lasted for more than 6 months wherein it not only did the successful implementation but also trained more than 50 plus policemen from the cyber department.

Meanwhile, the company believes that IT security service industry is growing immensely and the market has great potential.

SECURITY SERVICES

ESSEN VISION



NITYANAND SHETTY
MANAGING DIRECTOR,
ESSEN VISION

Essen Vision has emerged as the next generation security and services organization. True to its reputation of being an end-to-end security company, Essen Vision today has solutions for customers in different verticals with a highly skilled workforce in the technical and services department.

The emergence of technologies such as Privileged Identity Management (PIM), Advanced Persistent Threats (APTs), Next Generation Firewalls (NGFW), Web Application Firewalls (WAF), WAN Optimization solutions, and Mobile Device Management solutions has compelled the company to offer services in these areas.

Besides, Essen Vision is providing solutions in the areas like Network Intrusion Prevention Systems, Data Loss Prevention, security incident and event monitoring (SIEM), Web and Email Security, Load Balancing of Applications, Servers and Links, Information Rights Management, Application Performance Management, Security Devices Risk, Assurance and Compliance, and Endpoint Antivirus and Encryption.

In the security services domain, Essen Vision's strength is its partnerships with OEMs in the above-mentioned technologies that have helped its technical force get regular trainings and certifications. Also, it is one of the few companies who have stuck to its vision to specialize in the domain of security which has helped it to focus and has given customer confidence in its technical capabilities over the years.

Meanwhile, Essen Vision has large customer base in the vertical industries like banking, pharmaceutical, ITeS, manufacturing, financial services, and FMCG amongst others. The major projects include implementation of a Privileged Identity Management solution for a large pharmaceutical customer as well as and a Credit Rating company; implementation of Global Server Load Balancers between the DC and DR for another Credit Rating company; and deployment of a Web Proxy, Security and Data Leakage Prevention solution for a large Consumer Power company for about 5000 users.

SECURITY SERVICES

ALLIED DIGITAL



SANJIV PATKI
CHIEF OPERATING
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DIGITAL

Allied Digital has been in infrastructure management space for well over three decades, and today it is also known as Global Transformation Architect and Master System Integrators. The company has presence in more than 194 locations across the world. And more specifically in India, it has direct presence in 142 locations across the Indian market. Currently, Allied Digital is about 3000 employee organization with most of them being technical and carrying certifications in various areas.

One of the country's leading solution providers, Allied Digital started its remote management practice in the year 2007 and today, it has matured processes and evolved delivery model. As a part of its remote management services, the company offers managed security services as one of the major offerings.

The portfolio of managed security services includes end-to-end management of security posture of an enterprise. Starting from end user security, it provides data center security, application level security, and perimeter security. The major advantage Allied Digital has over other solution providers is that it is one-stop-shop for security services and while ensuring information protection for the organization, it provides meaningful reports and correlated dashboards to various owners and consolidated single dashboard for CIO/ CISO to understand the security posture of their organization.

Allied Digital provides unique offerings in the space of security services. It offers security services for end-user computing devices, mobility devices, data center devices, applications, networking devices and perimeter devices. One of the company's unique services is Threat Notification Advisory Services (TNAS), wherein these notifications are sent to customers across the world. This helps its customers to guard themselves against possible attacks. Allied Digital has been able to prevent many 'zero day attacks' using TNAS.

Another major strength is its evolved and matured processes which have been perfected over last several years. These processes help the company to contain any attack which may occur on its customers' equipment by coming up with counter measures. Allied Digital has been an early mover in the field of Security. It had setup our Security Operations

Center (SOC) in Mumbai when not many people were aware about security threats. The company has also got necessary certifications for its SOC. This includes ISO 27000. Naturally, it has an early mover advantage.

Additionally, it has a strong tool which is a big positive for the company in the security services domain. Also, it has well documented processes and a well-populated knowledge base. Its resources are well trained and they follow the process. Last but not the least there is clarity in deliverables, SLAs and measurement criterion, which shows that Allied Digital has a robust delivery engine.

During the last seven years, the solution provider has acquired and provided managed security services to several customers across various vertical industries including logistics, BFSI, pharmaceutical, hospitality and government agencies. Meanwhile, the company has customers not only in India but also in the US and the UK.

In the last three years, Allied Digital has done several projects in the security services domain. For example, it has provided managed security services to one of the government bodies in the US, wherein it managed end user computing devices by providing DLP, Anti-Virus, and Anti-Malware solution. In the data center space, it has provided VA and PT for all devices. The gaps have been filled and processes have been corrected. Even at Application level, it has provided recommendations to make applications more robust. Allied Digital has also provided security incident and event monitoring (SIEM) solution to this customer. Besides, it provided periodic reports to the CIO of the company enlisting weakness in their security implementations. Allied Digital's protection measures have been so strong that it was able to protect the organization even from Cryptolocker attacks.

Although the company has a fairly matured security services practice with large customer base, it does not contribute large share in its overall business. Currently, managed security services contribute to about 5-7% of the total business of Allied Digital. It feels that Indian security industry is at an inflection point and from here only those players who have strong security practice will survive. Hence, it sees a huge growth potential in security services space.