

Continent 8 Drives Expansion of Commercial Services with Radware DefenseSSL



BUSINESS NEED

Continent 8 provides managed hosting solutions secured over a global, private network for clients around the world. The company was seeking a cyber-security solution that could handle high traffic and SSL encrypted attacks, integrate with other Continent 8 services, scale accordingly and allow Continent 8 to commercialize services to its clients.

WHY RADWARE SOLUTIONS

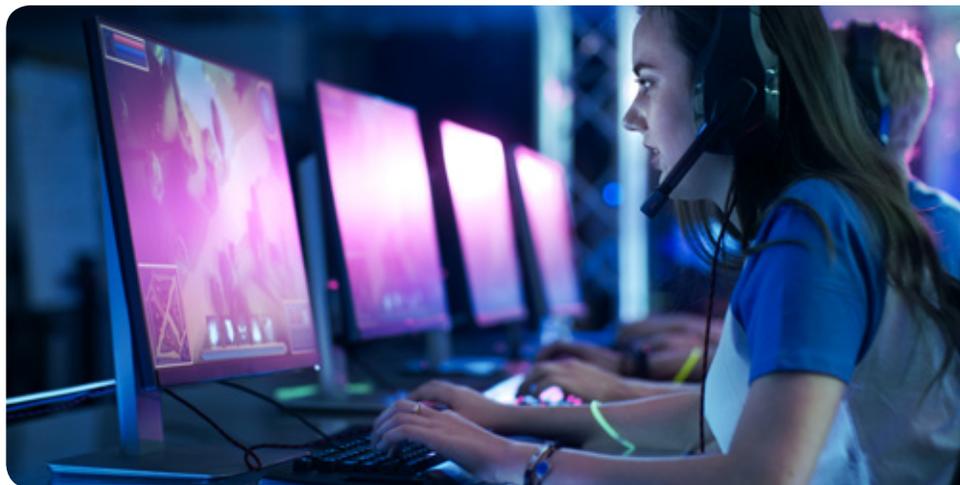
The company was replacing its legacy based, rate-limiting solution for a DDoS solution that aligned with its current security and business needs. Radware offered a personalized, hands-on approach, ability to scale and commercial model that Continent 8 required to grow and protect its business and its clients.

SOLUTION

Radware DefenseSSL protects organizations from all forms of encrypted attacks and supports all common versions of SSL and TLS. The APSolution Vision management tool is a unified console integrating a wide array of application and network information into one visual display.

BENEFITS

Since deployment, Continent 8 has protected its clients against potential DDoS attacks from a number of different attack vectors. This has resulted in no downtime or service degradation.



OVERVIEW

Continent 8 provides advanced managed hosting solutions secured over a global, private redundant network for clients across three continents. The largest provider of cloud internet-as-a-service (IaaS) for the gaming industry, Continent 8 offers not only hosting and data center services, it also provides global solutions such as DDoS protection, disaster recovery and content delivery.

CHALLENGES

Because Continent 8 has a large number of gaming clients, ongoing cyber-attacks are a significant threat due to the revenue and brand damage associated with outages. The existing rate-limiting solution, which required ongoing manual intervention, made it difficult to mitigate these attacks in real time. This was especially critical with high-value SSL encrypted traffic passing through the Continent 8 network. In addition, the business was unable to quickly scale as business grew to accelerate the commercialization and integration of new services and solutions. Since its inception, nearly 20 years ago, the company's infrastructure has scaled to over 25 network/data

“Integrating Radware’s solutions as part of a suite of security offerings has enabled us to scale globally... not only does Radware protect our infrastructure, it allowed us to develop additional commercial offerings for DDoS.”

– *Stephen Trimble, Chief Product and Marketing Officer, Continent 8*

center points globally and with global IP transit bandwidth measured in terabytes.

The result? More downtime, sizable loss of revenue, customer satisfaction issues and brand degradation for Continent 8’s clients.

THE SOLUTION

To grow its commercial business offerings while protecting existing clients from an increasing number of encrypted DDoS attacks, Continent 8 turned to Radware for its DefenseSSL protection solution. This solution aligned with Continent 8’s centralized, high-capacity scrubbing centers and high-bandwidth on/off-shore hosting centers. Continent 8 also purchased Radware Managed Security Service Providers (MSSP) portal access to complement DefenseSSL and previously purchased DDoS Mitigation solutions.

Part of its hybrid attack mitigation solution, DefenseSSL supports all common versions of SSL and TLS and protects from all forms of encrypted attacks, including TCP SYN Floods, SSL Negotiation Floods and HTTPS Floods.

This was a competitive win for Radware, which replaced an existing, legacy solution. Radware was ultimately selected over four other vendors for a number of reasons, including its ability to scale, strong integration/API capabilities, and for what Stephen Trimble, Chief Product and Marketing Officer at Continent 8 calls “a personal touch.”

“Radware not only had all our mandatory items ticked off in very short order, but also a number of wish list items too,” Trimble said. “Since then, when there have been any requests for Radware, the personal attention we receive has given us the confidence that this was the right decision for our business.”

THE BENEFITS

The successful implementation of the Radware DefenseSSL and MSSP portal access solutions has resulted in Continent 8 protecting its clients against a number of DDoS attacks that have included a wide array of attack vectors. During the mitigation, neither Continent 8 or any of its clients experienced any outages or service degradation. Finally, Continent 8 can now scale accordingly, integrating current offerings with other services across its rapidly expanding global IT infrastructure.

Thanks to APSolute Vision, Continent 8 now possesses a “single pane of glass.” This unified console integrates a wide swath of application and network information into one visual display.

Because Continent 8 and its clients have experienced no downtime or service degradation, the company is currently considering the Radware Cloud Web Application Firewall Service as part of its services portfolio.