

PenTeleData Chooses Radware to Protect Its Networks and Customers Connected to Its IP Services

Business Need

Founded in 1994, PenTeleData is a strategic partnership of cable and telephone companies that serves existing customers in all facets of life from their homes to businesses. PenTeleData's legacy solution sometimes resulted in application disruptions, connectivity disruptions, and security threats. It needed a new solution that could consistently protect its internal infrastructure and provide the ability to sell DDoS mitigation as a service to its customers.

Why Radware's Solution

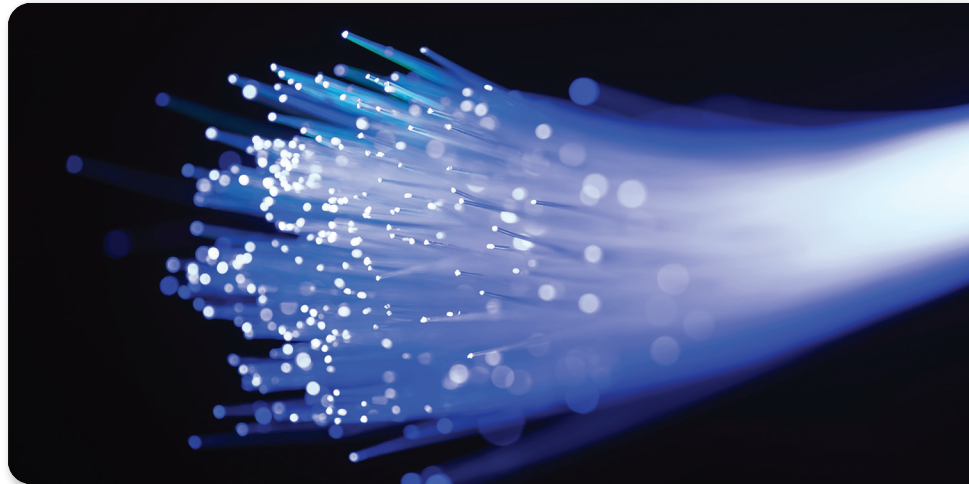
PenTeleData deployed Radware's Attack Mitigation System (AMS) due to its ability to mitigate a wide range of attack vectors without the need for human intervention and without blocking legitimate user traffic, in addition to its ability to integrate with Kentik Technologies' cloud-based NetFlow analytics solution.

Solution

Radware's AMS is a behavioral-based real-time cyber security solution that detects and mitigates emerging network attacks in real time, such as zero-day attacks, DoS/DDoS attacks, and application misuse attacks.

Benefits

PenTeleData has eliminated half of the maintenance effort associated with the previous DDoS solution, is using AMS to mitigate attacks in its scrubbing centers for customers, and reselling it to customers as a DDoS protection service.



Overview

Founded in 1994, PenTeleData is a strategic partnership of cable and telephone companies, including Service Electric Cable TV and Communications, Service Electric Broadband Cable, Service Electric Cablevision, Ironton Telephone, and Blue Ridge Communications. The PenTeleData partnership has over 9,000 miles of fiber optic cabling, over \$300 million invested in fiber optic infrastructure, and 60 Points of Presence (PoPs) that serves customers in all facets of life from their homes to businesses, including banking, health care, education, government, retail sales, and the wireless industry.

Challenges

Prior to selecting Radware, PenTeleData used a legacy security solution that often resulted in application disruptions, connectivity disruptions,

“With Radware deployed in our core, we’ll be able to eliminate half of the maintenance effort we had with the prior solution”

- *Brian Mengel, Chief Technology Officer at PenTeleData*

and security threats to PenTeleData’s infrastructure. The company required a new solution that could consistently protect its infrastructure and that would be able to integrate with DDoS detection from Kentik Technologies’ cloud-based NetFlow analytics solution.

Moreover, PenTeleData was seeking to use this new security offering as the foundation for launching a new DDoS mitigation service it could sell to its customers, allowing them to stay operational during a cyber-attack.

The Solution

Radware’s AMS was ultimately selected for its pricing, technical integration with Kentik Technologies and the ability to resell it as a managed service to PenTeleData’s customers. AMS is a behavioral-based real-time cyber security solution that detects and mitigates emerging network attacks in real time, such as zero-day attacks, DoS/DDoS attacks, and application misuse attacks—all without the need for human intervention and without blocking legitimate user traffic.

Radware’s AMS is deployed in two locations: internally at PenTeleData’s scrubbing center and a second implementation with a customer that is leveraging Radware’s cloud scrubbing center for volumetric attack mitigation.

Benefits

With Radware deployed within its data centers, PenTeleData will be able to eliminate half of the maintenance efforts associated with the prior solution. The integration between Radware and Kentik’s NetFlow monitoring allows PenTeleData to trigger mitigation in its scrubbing center for its customers.

The new DDoS solution has also presented the opportunity to PenTeleData to improve the cyber security infrastructure of its customers. Customers who require scrubbing capabilities beyond what PenTeleData provides can now purchase Radware’s DDoS cloud protection from PenTeleData, thereby gaining access to Radware’s cloud-based scrubbing centers.