NEW BUSINESS
OPPORTUNITY VIA AMAZON WEB SERVICES (AWS)

In 2012, clckwrk launched a new hosting arm of their business, to enable Oracle applications to run on the AWS cloud where customers could then tailor them to their own needs. James Ball, Business Development Director at clckwrk explains that while it wasn't easy taking products that typically run on physical hardware and moving them to the cloud, the service is a huge value to their clients.

"For clients with a short-term project or wanting to prototype something new, being able to do so in the cloud translates to huge time and cost savings," said Ball. "Instead of spending time buying, renting and then recycling equipment, the cloud lets them quickly and affordably access what they need when they need it."

When a client needs an Oracle application like Oracle E-Business Suite or Oracle BI, clckwrk hosts it for them in AWS and then provides IT and DBA services to manage it. Clients have full access to the Oracle apps, so they can configure and customize the applications for their unique business needs. It is one of these unique business needs that sent clckwrk in search of a security partner for their hosting business.

When they made the decision to provide hosting services, clckwrk was confident that offering services via AWS would be secure. The team knew that AWS delivers a solid security foundation with built-in features like highly secure facilities and infrastructure, and services like comprehensive Identify and Access Management (IAM), built-in firewalls and encrypted data storage. They also knew that AWS is transparent about what their customers are responsible for securing. Where AWS secures the underlying infrastructure, the AWS customer is responsible for securing their applications and data. Since they work with a variety of clients,

ABOUT

Clckwrk, headquartered in the UK, is an IT company that provides consultancy and cloud hosting services for clients investing in Oracle technology. Founded in 2011, the company works with a large number of clients across diverse industries, and at any given time, is typically working on 8-10 major projects for clients in transportation, pharmaceutical, publishing, public sector or other sectors.

SOLUTIONS

Alert Logic Threat Manager with ActiveWatch: Managed intrusion detection and vulnerability scanning system

Alert Logic Log Manager with LogReview: Managed daily log review service

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> *JUST TO BE ABLE TO LOG IN AND SEE WHAT'S HAPPENING ON MY NETWORK IS IMPRESSIVE. I CAN SEE WHAT KIND OF TRAFFIC IS COMING IN AND OUT OF THE NETWORK. ALERT LOGIC'S ABILITY TO MONITOR AND MANAGE THE SOLUTION REMOTELY HAS MADE IT MORE COST EFFECTIVE FOR US.*
>
> **- James Ball, Business Development Director**

The first clckwrk client with specific security requirements was a company in the trade show industry. For this company, managing large conferences across Europe meant they were also managing a great deal of confidential data about conference attendees and exhibitors. Protecting this information was not only a requirement under the UK Data Protection Act, but also critical to their business. If the data in their system was ever breached, it's unlikely they'd be asked to manage many more conferences. So they came to clckwrk and the systems integrator partner that clckwrk was working with on this complicated project, with an interest in hosted Oracle applications, but needed to see specific security measures in place. Their security requirements included intrusion detection for network protection and log management for auditing, compliance and forensics.

ALERT LOGIC SOLUTION

Ball and his team saw an opportunity to satisfy this initial client as well as offer security to other clients who needed it, so they set out to find a security partner to work with in AWS. "Given we were building our business on AWS and are an approved AWS consulting partner, one of our most important criteria was finding a security partner equally committed to working with AWS," said Ball.

After finding Alert Logic on the AWS Marketplace and comparing Alert Logic intrusion detection and log management solutions with products from other vendors, Ball and his team selected Alert Logic because it met their key requirement of being tightly integrated with AWS, as well as other criteria, including:

- The right log management and intrusion detection capabilities at the right price. Through conversations and demonstrations with the Alert Logic team, clckwrk quickly identified that the security products included all the capabilities they needed.

- Quick to deploy. Working with Alert Logic, clckwrk found the products were straightforward to install and deploy. The clckwrk team wanted security solutions that were quick to implement.

- Managed security. As a managed service provider themselves, clckwrk was used to monitoring their customers' environments and providing reports on unusual events. Working with Alert Logic allowed them to deliver this same service for security, without having to use their own staff resources to do so.

A final step in clckwrk's selection of Alert Logic involved engaging their trade show customer in the decision process. clckwrk delivered a proposal, shared Alert Logic materials and invited their customer to do their own investigation into Alert Logic security services. "For this customer, this was their first time leveraging the cloud, so we wanted them to have

a high degree of confidence in the level of security they were going to receive," said Ball.a high degree of confidence in the level of security they were going to receive," said Ball.

ALERT LOGIC BENEFITS

clckwrk sees a number of benefits to their company, as well as their clients, in working with Alert Logic. For their company, having security services means they can work with a wider variety of clients, most importantly ones with deep security requirements. Ball believes that the strong security foundation of AWS combined with the security services of Alert Logic enables their clients to be just as, if not more, secure in the cloud than they would in an on-premises datacenter. "It's tremendous value for our clients to receive the cost, flexibility and time-to-market advantages of the cloud and still have peace-of-mind that their applications and data are completely secure," said Ball.

For other companies considering the cloud, Ball's advice is to not let security concerns deter you from considering the cloud as a viable platform. "Like any environment, you need a security plan for whatever you're deploying in the cloud," said Ball. "But if you follow best practices and bring in partners when needed, you'll get similar or even better levels of protection in the cloud than you will on-premise."

ABOUT ALERT LOGIC

Alert Logic, the leader in security and compliance solutions for the cloud, provides Security-as-a-Service for on-premises, cloud, and hybrid infrastructures, delivering deep security insight and continuous protection for customers at a lower cost than traditional security solutions. Fully managed by a team of experts, the Alert Logic Security-as-a-Service solution provides network, system and web application protection immediately, wherever your IT infrastructure resides. Alert Logic partners with the leading cloud platforms and hosting providers to protect over 3,000 organizations worldwide. Built for cloud scale, our patented platform stores petabytes of data, analyses over 400 million events and identifies over 50,000 security incidents each month, which are managed by our 24×7 Security Operations Center. Alert Logic, founded in 2002, is headquartered in Houston, Texas, with offices in Seattle, Dallas, Cardiff, Belfast and London. For more information, please visit www.alertlogic.com.

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