

## Cloud Provider Sharpens Competitive Edge and Improves Time to Market with 5nine Cloud Security

### GLOBAL MICRO

Intelligent Technology

**Customer:**  
Global Micro Solutions

**Website:**  
<http://www.globalmicro.co.za>

**Industry:**  
Technology

**Location:**  
South Africa

**Challenge:**

- Replace Microsoft TMG

**Solution:**

- 5nine Cloud Security >

**Benefits:**

- Reduces operational overhead
- Improves competitiveness
- Eliminates major hosting concerns

***“WITH 5NINE CLOUD SECURITY, WE OFFER OUR HOSTED CUSTOMERS A SINGLE, EASY-TO-USE SOLUTION THAT DELIVERS MORE SECURITY OPTIONS AT A BETTER PRICE THAN OUR COMPETITORS...THEY PAY ON AVERAGE ABOUT \$280 LESS EACH MONTH COMPARED TO WHAT COMPETITORS CHARGE FOR INFERIOR PRODUCTS.”***

Izak Laubscher  
Chief Architect, Global Micro Solutions

### CHALLENGE

Founded in 1990 and based in Johannesburg, Global Micro Solutions has become one of the country’s most experienced providers of cloud services. In 2013, Microsoft chose Global Micro as one of nine service providers worldwide for local deployment of its Azure cloud-computing platform. Today Global Micro’s data centres host thousands of Microsoft Hyper-V virtual machines (VMs) for hundreds of customers.

When Global Micro decided to replace the Microsoft Threat Management Gateway (TMG) protecting hosted VMs, the company didn’t have to look far to find a solution that not only increased operational efficiency but also strengthened its competitive edge.

“Our success is based on flexibility, time to market and security, so we were really pleased to find a solution that improved all three,” said Izak Laubscher, Chief Architect, Global Micro Solutions. “Whether we provision VMs on behalf of our customers or our customers go through the local Azure portal to provision their own VMs, they want the same thing—individual firewall security and management capabilities. No one wants the multitenant complexities of the traditional approach of having a shared firewall or the operational constraints of having multiple dedicated firewalls.”

## SOLUTION

Global Micro deployed 5nine Cloud Security for Hyper-V—the first and only agentless security and compliance solution built specifically for the Microsoft Cloud Platform and Hyper-V. 5nine Cloud Security secures Global Micro's multi-tenant Hyper-V environment, decreases the time needed to onboard new customers and gives the company a competitive edge.

"The first thing we noticed about 5nine Cloud Security was how quick and easy it is to deploy and configure," Laubscher said. "Compared to other firewall appliances, deploying and configuring 5nine Cloud Security is 60 to 80% faster, saving up to 60 minutes per managed services customer. That saves at least one day a week, which significantly improves our time to market."

Laubscher said 5nine Cloud Security gives Global Micro a clear competitive advantage.

"With 5nine Cloud Security, we offer our hosted customers a single, easy-to-use solution that delivers more security options at a better price than our competitors," he explained. "Under a single pane of glass, our customers get virtual firewall protection to isolate VMs and control traffic, antivirus protection and IDS, but they pay on average \$280 less each month compared to what competitors charge for inferior products."

5nine Cloud Security provides multi-layered protection. Virtual firewalls isolate VMs and control traffic between them, while antivirus engines (Kaspersky or ThreatTrack VIPRE) detect and block malicious activities without antivirus storms or performance bottlenecks. Because 5nine Cloud Security is agentless, the antivirus engines perform incremental scans up to 70x faster than engines that require agents. 5nine Cloud Security also provides an intrusion detection system (IDS) that identifies network traffic anomalies caused by situations such as application-level threats using Cisco Snort.

Built exclusively for Hyper-V, 5nine Cloud Security leverages the Hyper-V extensible switch. Since VM traffic doesn't have to leave the Hyper-V host, there is no need to route traffic through an external device or use virtual local area networks (VLANs), making VM communication faster and more efficient. Laubscher said because VM traffic doesn't leave the Hyper-V host, there's no way for VM traffic to get spoofed.

### ***"COMPARED TO OTHER FIREWALL APPLIANCES, DEPLOYING AND CONFIGURING 5NINE CLOUD SECURITY IS 60 TO 80% FASTER... THAT SAVES AT LEAST ONE DAY A WEEK, WHICH SIGNIFICANTLY IMPROVES OUR TIME TO MARKET."***

"5nine Cloud Security eliminated two of our biggest hosting concerns," he explained. "Like most cloud providers, we worried about running out of VLANs to isolate hosted VMs as well as compatibility constraints for software-defined networking. We don't worry about issues like that anymore because 5nine Cloud Security lets us isolate VMs on the virtual switch level, and it works with any network configuration. Furthermore, if there is an attack on an individual VM or from within it, we can see it on the 5nine Cloud Security console because traffic hasn't been spoofed at that point; traffic gets spoofed as it exits the virtual switch. We've discovered that we get more on-demand, up-to-date information about the physical network layer from 5nine's console than we get from any perimeter appliance."

The centralized management console for 5nine Cloud Security simplifies administration of policies, rules, filters and logs. The console also provides auditing capabilities for easy compliance.

"Our hosted customers are comfortable with the console and fully confident their VMs are compliant and not being compromised," Laubscher said. "As a hosting service provider, we appreciate the console too. Before deploying 5nine Cloud Security, we used several tools for accurate log information. We had to pool the relevant information, which added additional operational overhead. With 5nine you go into the console and see exactly what traffic is flowing through the virtual switch, saving time and money."

Laubscher said 5nine Cloud Security also gives Global Micro peace of mind.

"We know our hosted environments are protected per their defined policies, and we know we're giving our customers excellent protection at a fair and affordable price," he explained.

## BENEFITS

### Reduces operational overhead

Compared to security appliances Global Micro deployed in the past, 5nine Cloud Security saves about an hour per customer in onboarding time. Managing 5nine Cloud Security is faster and easier too. Before 5nine Cloud Security, Global Micro used several tools to log and pool information. With 5nine Cloud security, Global Micro sees exactly what traffic is flowing through the virtual switch, which reduces operational overhead and saves the company additional time and money.

### Improves competitiveness

5nine Cloud Security delivers multi-layered protection for multi-tenant Hyper-V environments including integrated firewalls, antivirus protection and IDS. With 5nine Cloud Security, Global Micro provides customers with a single, easy-to-use solution that delivers more security options at a better price than what competitors charge for lesser products. Global Micro customers pay on average \$280 less each month.

### Eliminates major hosting concerns

Global Micro doesn't worry about running out of VLANs to isolate customers' VMs because 5nine Cloud Security isolates VMs on the virtual switch level. The company also doesn't worry about missing attacks on an individual VM (or from within it) because Global Micro can see all VM communication on the virtual switch before it is spoofed.

## ABOUT 5NINE SOFTWARE

5nine Software is the leading global Hyper-V virtualization security and management provider. It offers the first and only agentless security and management solutions for Microsoft Hyper-V.

5nine Software provides innovative, powerful and easy-to-use software designed to reduce costs, increase productivity and mitigate security risks.

Today, 5nine Software helps more than 75,000 satisfied users around the globe to reach the full potential of their virtualization infrastructure.

Founded in 2009, 5nine Software is headquartered in Chicago, with offices worldwide.

Find out more by visiting [www.5nine.com](http://www.5nine.com)

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