



## SNAPI GUARD

### SNAPI Guard Case Study – B2B2C

This case study was originally published in [IT World Canada](#) based on an interview with Chris Conn, Technical Director [B2B2C](#). B2B2C is a provider of Internet, telephony and cloud services for both businesses and residences in the province of Quebec. They aim to differentiate itself from the network giants by offering SME-focused flexibility and cost-effective pricing. B2B2C is a customer of SNAPI Guard.

**The Challenge:** Being a service provider, B2B2C has many of the same security issues shared by all enterprises, but a few that are unique. Ultimately, it inherits all its customers' security challenges and needs to be ready to make sure attacks on one customer doesn't spill over to affect others. Most of the attacks it sees aren't actually cyber-criminals, but volumetric attacks between Internet gamers. They are a school-yard bullying type attack, and the company sees dozens of them a day. B2B2C must contain them and prevent them from compromising the entire network.

"You have to think of everything, and even the smartest person isn't going to think of everything." Conn says of the need for a security team. The learning curve is less steep when you have people deploying the solution for you."

**The Solution:** B2B2C decided to use a MSSP so it could grow while maintaining its service rates and to have always up-to-date expertise. Recently, when its first security provider's solution became costly to scale, it turned to Montreal-based security provider SNAPI Guard. Budget is obviously a huge concern for any mid-sized organization, but also the need to be able to respond quickly to a changing landscape without having to personally perform a forklift upgrade to security solutions.

#### On Working with SNAPI Guard

**Ease:** "You can either let them manage the whole thing for you, or delve in yourself. We've done a bit of both, because I don't like to completely give up control. SNAPI Guard does not impose their approach on you, but aren't disinterested in what you need."

**Support:** "SNAPI Guard is responsive and nice to deal with. You're turning over quite the element of your presence to a third party, so it's good to be able to have such confidence, discretion, and a professional experience."

**Performance:** "We've only had a few months under our belt, but so far so good. They've dealt with those volumetric attacks without issue. We have better performance for more subtle types of attack than our previous provider. It's not as granular as I'd like, but we've been promised additional functionality to cover these concerns in an imminent upgrade."

**Deployment:** "Previously we had an in-line solution, so all our traffic went through a high-capacity device. This didn't scale with Internet traffic doubling annually. Our traffic now redirects traffic offsite, which took some engineering on our part, but is scalable and cost-effective."

**About SNAPI Guard:** SNAPI Guard offers cutting-edge and affordable protection to internet-facing companies. SNAPI Guard mitigates large DDoS attacks that flood the Internet pipe and flush protocol-based attacks ("bad" traffic) before they reach your site. Only "clean" traffic reaches your servers, ensuring your continued operations and protecting your hardware, software and network infrastructure investment. SNAPI Guard's next generation web application firewall identifies malicious traffic in real time using deep packet inspection, and implements rule and policy enforcement to protect your website and applications from misuse of legitimate web transactions, sensitive data leakage, web defacements and denial of service such as HTTP floods.

[1 844-557-6274](tel:18445576274) [info @snapiguard.com](mailto:info@snapiguard.com), <http://www.snapiguard.com>