

# Email and Web Security Buyer's Guide Checklist

## What you need to make the most informed decision

The decision making process for purchasing an email and web security solution is complex. To make the best possible decision you should be able to tick all the boxes in the checklist below.

### UNDERSTAND THE THREATS IMPACTING BUSINESSES TODAY

- ✓ We have identified our valuable, at risk information assets, and where they are stored
- ✓ We know who can access them, how, from where and on what devices
- ✓ We know which threats place them at risk, how we protect them and the impact of a successful attack

### UNDERSTAND THE BUSINESS DYNAMICS THAT CAN AFFECT CYBER SECURITY

- ✓ We know the specific threats we face as a result of the characteristics of our business
- ✓ We have visibility of all lines of business projects and what IT each uses
- ✓ We understand our user education levels, what devices they use and how they are protected

### REVIEW KEY SECURITY PURCHASING CONSIDERATIONS

- ✓ We know what our cyber security budget is and how much we can spend on this project
- ✓ We have identified existing technical security controls and know whether they will meet future needs
- ✓ We understand the levels of cyber security skills and experience in the IT team

### EVALUATE TECHNOLOGY DEPLOYMENT OPTIONS

- ✓ We know whether we have a preference for operating or capital expenditure
- ✓ We have evaluated the full total cost of ownership of the cloud and on-premises candidates
- ✓ We completely understand the differences in protection offered by cloud and on-premises security

### EVALUATE DETECTION AND PROTECTION TECHNOLOGIES

- ✓ We understand all the technologies and how each vendor implements their own and any 3rd party's
- ✓ We have evaluated the performance impact of enabling all functionality on each product
- ✓ We have seen evidence of the protection offered by each product and service

### EVALUATE VENDORS, CLOUD SECURITY PROVIDERS AND THEIR CHANNEL PARTNERS

- ✓ We are satisfied that the vendors on our short list are financially stable
- ✓ We can purchase the product or service from our preferred technology partner
- ✓ We can run a free proof of concept and side-by-side analysis to highlight gaps in our protection

