

## 5 Questions to Ask Before Renewing With Existing Networking & Security Vendors

**C**ontrolling costs for deploying and managing application infrastructure is a constant concern for CIOs and IT leaders. But, today, they're also coupled with the task of keeping the applications well-managed and ensuring business continuity amidst the unprecedented times where businesses and technologies are evolving in a break-neck speed.

It's therefore essential to know your options before making strategic decisions like upgrading outdated infrastructure, investing in a secure and scalable remote workforce, embracing cloud solutions, and taking adequate measures to keep security breaches at bay.

The decision on whether to renew support with your existing vendors or look for new solutions should come after careful consideration of key parameters – ones that will save money yet provide your business with exceptional ROI.

Therefore, consider these 5 questions before renewing support on data center solutions such as web application firewalls, SSL VPNs or load balancers to make sure your applications secure and scalable and to ensure your organization is achieving the highest levels of ROI and price-performance.

### Q1 Can I manage all my applications with these solutions?

The first question to ask when considering application management is: in which environment do your applications live? Depending on whether your applications are on-prem, cloud or in a hybrid environment, your choice for web application deployment and management will vary. Ideally, web application firewalls should be placed closest to your applications to provide high-level security. Other factors to consider when evaluating application management are:

- Does your load balancer provide optimal load capacity, and have you anticipated future workloads?
- Does your current vendor have a diverse product portfolio that provides security, availability and performance for your existing applications and technology assets?
- What are the threats and attacks your WAF can mitigate? Does it prevent modern-day attacks like the OWASP 10? Does it provide data leak protection, advanced L7 DDoS protection, or protection against security bypass?
- Does it secure AJAX applications and JSON payloads? Understand the full scope of protection when renewing or considering a WAF solution.
- Is your business application ready for unprecedented situations like remote working? If not, you may need to consider a business-continuity strategy to advance securely despite the change in the working environment.

Asking these fundamental questions will help avoid paying for unnecessary bells and whistles, and keep you focused on solutions that deliver real value for your organization.



## Q2 Are they delivering availability, performance, and security?

Hackers are getting smarter by the day; as IT leaders brace for newer attacks and vulnerabilities, hackers also find new paths of exploiting web applications. Therefore, load balancers and other security products you deploy are critical to your data centers, and you will need to assess if they provide Layer-7 server load balancing, caching, SSL offload, compression, global server load balancing, and the advanced application delivery features you will need to secure and optimize your application infrastructure. A recent study by a leading Web security firm shows that:

84 percent of companies have high-risk vulnerabilities on their external networks. It additionally found that simply installing updates can eliminate half of these.

A good question to ask here is: how can you scale your applications securely without putting a strain on productivity, performance, and budgets?

## Q3 Do I receive superior technical support to ensure smooth operations and zero compromise for application availability?

Enterprises cannot afford application downtime due to expired certificates or outdated applications. It not only impacts the company's reputation, but also incurs heavy maintenance costs. Most importantly, you should be able to tap into customer support at any moment and receive timely and relevant assistance. This ensures your business is running smoothly and that there's no damage caused due to technical issues. Finally, it's important to carry out periodic business continuity practices to keep operations running smoothly without hiccups.

Array's solutions offer up to a 41% reduction in spending over other network and security infrastructure solutions. We also offer 24x7 support for all our support programs to ensure you get a reliable solution with zero vulnerabilities.

## Q4 How does the combination of solutions work?

One of the most critical questions to ask when assessing a technology mix is this: what degree of security are you looking for? Your vendor should be able to tune and engineer a solution that's meant to work for your enterprise, giving you bang for your buck. While web application firewalls provide an additional layer of protection for your business-critical resources, it is essential that they are deployed in conjunction with load balancing and app delivery to ensure business continuity.

Likewise, the addition of SSL VPNs enhances productivity, improves availability and reduce IT costs. That being said, know that you don't need every technology asset available if it's not providing value for your investment; your vendor should be able to assist you in building a network infrastructure that supports your business' growing demands, ensures productivity, and maintains data integrity.

In considering one or more of these solutions, you should:

- Evaluate your long and short-term needs
- Anticipate future network load and application requirements
- Address security breach concerns
- Evaluate the overall cost of ownership, renewal, and maintenance
- Consider ROI based on opportunity cost, downtimes, and the cost of deployment and management

Finally, it all boils down to understanding where the gaps are in your enterprise currently and what area(s) can use enhancement or an upgrade.



## Q5 Ready for change? What are the risks involved?

Renewal and migration are always risky, especially when the flip side is downtime, zero-day attacks, and potential data leakage. That's why it's essential to have a reliable solution provider who can offer support 24x7, is compliant with PCI DSS other international, national, and corporate security standards. Here are a few more things to consider before renewing your application infrastructure:

- What's the complete cost of your existing solutions, their management, renewal, deployment, and installations? How much is the renewal or upgrade cost per month or quarter, or year? Does it change over time?
- What does your customer experience with existing vendors look like? Is it reliable and what's the cost for the same? Do you get user-friendly, 24x7 support?
- What are your options for deployment, upgrade, and future installation of new security products?
- Is there any risk, threat, vulnerabilities, or data loss involved in the process of migration or renewal?
- Is the new infrastructure compatible with your existing applications?
- Are your current vendor's solutions tuned and engineered so that the whole is greater than the sum of its parts? Ensure that your organization is not wasting budget on technology or bells and whistles that does not contribute enhancing productivity and assuring security.
- Could you risk wasting any cost in the process of migration to the cloud or renewal? How can you mitigate those risks? Is your vendor certified and qualified to handle the renewal and maintenance processes and offer continued services to ensure your applications are well-managed in the long run?

## Summary

These are some of the crucial questions to consider when renewing your application infrastructure. Keep this list of questions handy when considering a vendor for your requirements. At Array Networks, we have best-of-breed solutions and offer an unparalleled solution for your application delivery and security needs. With ICSA certified WAF and SSL VPN appliances, and industry-leading solutions, you can be assured that your applications are in reliable hands with Array Networks.



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