

**WEBROOT®**  
Smarter Cybersecurity™



## MicroAge Partners with Webroot to Deliver Cloud-based Mobile Security

### BACKGROUND

MicroAge has been helping clients achieve their IT goals for nearly 40 years. Though the technologies have changed, what has remained the same is MicroAge's ability to adapt to the changing needs of their clients. Nowhere is this more evident than in IT security, an area which has evolved more rapidly than most. "Security is such a different conversation than it was just a few years ago," says Josh Heller, a 16-year veteran of the security business and a solution expert for MicroAge. "The edge of the network now reaches every single employee. Security used to be well contained in the data center; now network exposures exist on every device our employees carry."

For MicroAge, the conversation doesn't always start with security, but security is a huge concern for customers when researching providers. For example, as customers contemplate Bring Your Own Device (BYOD) policies and overall cloud strategies, MicroAge seeks to align security solutions with their overall solution requirements. "We add value by understanding our customers' businesses and being advisors," Heller states. "Security is a big part of that, and Webroot is one of our key partners who enable us to have those discussions."

The Webroot solution fits the needs of a variety of customers in many different industries, particularly mobile users. "Mobility presents some of the biggest challenges for customers today," says Heller. "We just worked with a media company who had 400 users, all gathering news in the field. They needed a solution to keep on top of mobile devices no matter where they were. The customer conducted a free trial of the Webroot solution and immediately saw the benefits and experienced how easy it was to get the solution up and running."

  
**MicroAge®**  
The IT Solution Experts

### AT A GLANCE

**Partner Type** » Reseller

**Location** » Tempe, Arizona

**Owner** » Jeffrey D. McKeever

**Contact** » [www.microage.com](http://www.microage.com)

## PARTNERING FOR SUCCESS

MicroAge takes a comprehensive approach to working with customers on security. “We often recommend a security assessment to look at risk and determine where customers are today in order to develop a plan to move forward,” says Heller. “Often we’ll do penetration testing or put a device outside the network monitoring traffic, so customers get a realistic sense of their level of risk and what they are trying to protect against.”

What MicroAge has found through this work is that the threats customers face continue to change in real time. No sooner has a virus been identified and remediated, than the hackers have already developed a newer version to skirt defenses. In addition, many attacks target multiple users over a period of time. “Customers need a solution like Webroot, which monitors what’s going on across hundreds of businesses, and brings that knowledge of threats into their environment in real time to protect their assets,” said Heller.

## THE WEBROOT ADVANTAGE

Cloud-based Webroot SecureAnywhere® Business solutions are not only a better option for customers, but also gives MicroAge a real differentiator over other providers. The Webroot approach is truly revolutionary, bringing collective threat intelligence to users through a cloud-based big data architecture that constantly scans the internet for new threats to analyze and categorize. “Webroot allows us to offer complete mobility solutions, including protecting the devices at the edge of the network,” says Heller. “As a cloud-based platform, it gives me something unique I can offer to customers.”

## CONCLUSION

MicroAge looks to the Webroot solution as a key component in their toolbox, helping customers deal with security challenges quickly and effectively. Combined with well-developed strategies and policies, Webroot is helping MicroAge customers combat today’s sophisticated cybersecurity threats and protect their business’ futures.

### About Webroot

Webroot provides Smarter Cybersecurity™ solutions. We provide intelligent endpoint protection and threat intelligence services to secure the Internet of Everything. By leveraging our cloud-based collective threat intelligence platform, computers, tablets, smartphones, and more are protected from malware and other cyberattacks. Our award-winning SecureAnywhere™ intelligent endpoint protection and BrightCloud® threat intelligence services protect tens of millions of consumer, business, and enterprise devices. Webroot technology is trusted and integrated into market-leading companies including Cisco, F5 Networks, HP, Microsoft, Palo Alto Networks, RSA, Aruba and many more. Webroot is headquartered in Colorado and operates globally across North America, Europe, and the Asia Pacific region. Discover Smarter Cybersecurity solutions at [webroot.com](http://webroot.com).

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