

Dimension Data and Blue Coat

Minimise your risk, improve productivity and optimise network resources

Partners in minimising risk and maximising productivity through secure information flows and optimised application delivery.

You, like many organisations, may be looking to maximise the return on your investments in applications and bandwidth, while improving your security posture. By controlling and prioritising network traffic and how data is accessed, stored and shared, you will minimise your risk, improve productivity and optimise network resources.

A compelling and complementary value proposition

Dimension Data uses Blue Coat's industry-leading Web Security and WAN Optimization solutions to create platforms for optimised application delivery to your employees while protecting them from malicious web content and protecting your business from data leaks. Our integration, support and operational expertise, coupled with Blue Coat performance optimisation and security technology, delivers a customised and comprehensive service that secures information flow and application delivery. And, by providing security technology as appliance-based or cloud-delivered functionality or as a hybrid deployment that unites the best of both, we can ensure that the industry leading protection meets your operational and cost goals - whether your users are on-premise, field-based or on the road.

Challenges we help you address

| security challenges | network performance challenges |
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| How do I: Control how data is accessed, stored and shared in my organisation and with business partners? | How do I: Get the maximum benefit from my virtualisation and consolidation initiatives while protecting or improving application delivery? |
| Protect my users from committing 'unforced errors' – by accessing malicious or dangerous content through web surfing, social networking or e-mail traffic? | Ensure consistently high performance for application traffic and data access wherever and however users access the network? |
| Implement content-aware data loss prevention across all web, mail and network channels with minimal deployment overhead? | Enable business flexibility to support a distributed operating model, whether regional or global, office-based or mobile? |
| Control and minimise the threat of malicious and rogue network traffic wherever and however my users access the internet? | Ensure my network can enable innovative application delivery – from voice and video to cloud computing? |

| Dimension Data's strengths | Blue Coat's strengths |
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| Dimension Data's heritage in IP networks, combined with over 20 years' experience in security, positions us ideally to implement and maximise investments in application delivery networks | Blue Coat was founded in 1996 and employs over 1,500 people in five research and development centres around the world with 175+ patents issued and pending. Blue Coat has over 15,000 customers in more than 150 countries |
| Dimension Data holds more than 200 Blue Coat certifications across the technology areas of security, visibility and acceleration | An integrated product suite that delivers fast, secure and available applications across your distributed enterprise – all while controlling rising network costs and securing web traffic |
| We engage with you through a lifecycle approach, from assessments and analysis through design and architecture to ongoing management | Blue Coat was positioned in the Leaders Quadrant of Gartner's Magic Quadrants for both WAN Optimisation Controllers in December 2010 and Secure Web Gateway in May 2011 |
| Through our supply chain services we can offer you customised and automated procurement and logistics processes – from quote to delivery and invoicing | Blue Coat technology is available with flexible platform options to match your location or operational needs, including appliance and cloud services or hybrid deployments |

Joint successes

Thiess – one of Australia’s largest design and construction management companies delivering complex building projects in niche markets. Dimension Data deployed a solution that improved productivity at 40 sites by reliably delivering applications quickly to 1,200 users, and allowed all remote storage to be consolidated into a central data centre without any loss of performance.

Leading global financial services firm

Dimension Data deployed and provides 24x7 support for a secure web gateway solution on four continents.

Major European provider of comprehensive and tailor-made energy solutions

Dimension Data deployed a solution that enables sensitive information to be swiftly and securely shared, with both internal and external audiences.

Solutions for secure and optimised information flow and application delivery

Dimension Data and Blue Coat can help you create a secure infrastructure with optimised performance for securing your network, internet and cloud access and accelerating your application delivery. Leveraging a unique portfolio of hardware and virtual appliances, and flexible cloud-delivered web security services, we can help you align network investments with business requirements by applying leading technologies and services that match the way your users access your network and applications including:

| Dimension Data offers and approach | Blue Coat product portfolio |
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| <ul style="list-style-type: none"> • Our specialist skills in IT security and networking enable us to engage with clients around: <ul style="list-style-type: none"> – Governance, Risk and Compliance Assessments and gap analysis – Architecture and design – Penetration testing and vulnerability management – Implementation and integration – Managed Secure Infrastructure Services • Based on Blue Coat technology we have developed a unique Network Optimisation Assessment which: <ul style="list-style-type: none"> – Provides a network traffic analysis and performance baseline – Identifies unwanted network traffic and performance problems – Allows for more informed network planning • Through our Global Service Centres and Preferred Partners we are able to provide support and sparing services for Blue Coat technologies | <ul style="list-style-type: none"> • Blue Coat ProxySG: Secure Web Gateway and Acceleration • Blue Coat ProxyAV: High-performance AV scanning • Blue Coat PacketShaper: Application Monitoring and Control • Blue Coat ProxyClient: Remote Optimisation and Security • Blue Coat WebFilter: Proactive threat protection, granular web app and content control • Blue Coat Cloud Service: Web Security as a Service • Blue Coat DLP: All-in-one Data Loss Prevention • Blue Coat Director: Security Policy Management • Blue Coat IntelligenceCenter: PacketShaper Policy Management • Blue Coat Reporter: Centralised Web Activity Management |

About Dimension Data

Dimension Data is a specialist IT services and solutions provider that helps organisations across five continents plan, build, support and manage their IT infrastructures to achieve their business goals. Our deep understanding of networks and a passion for the way they operate, combined with over 20 years as a security specialist means that today we are positioned at the forefront of secure networking and communications. Drawing on our experience in network integration, security, converged communications, data centres, contact centre and Microsoft technologies, we deliver a full lifecycle of IT services.

For more information, visit www.dimensiondata.com

About Blue Coat

Blue Coat Systems is a leading provider of Web security and WAN optimization solutions. Blue Coat offers solutions that provide the visibility, acceleration and security required to optimize and secure the flow of information to any user, on any network, anywhere. This application intelligence enables enterprises to tightly align network investments with business requirements, speed decision making and secure business applications for long-term competitive advantage.

For more information, visit www.bluecoat.com