MSSD: Managed Security Services Distributor

MSSD by Exclusive Networks is our managed security service dedicated to creating value within the channel. As the demand for MSS continues to grow, start generating recurring MSS profit with MSSD and provide your customers with the services they need. You can get started today, without any investment, and without risk.

MSSD solves channel MSS challenge

High Setup Costs
Significant investments are needed in hardware, processes and SOC tools that may not fully pay back for several years

Skills Shortage
With a projection of around 3.5m unfilled jobs by 2021 because of the cyber labour crunch it is difficult to find, hire and retain qualified personnel

Legacy Back-Office Capabilities
Few resellers have ERP systems geared towards consumption based billing and bundling of solutions

Channel Conflicts
Many resellers have no choice but to procure SOC capabilities from a competing reseller and risk losing customers in the long term

Rapid Market Evolution
Lack of expertise keeping ahead of complex customer requirements and new technologies to stay relevant in fast-changing market

Delivering Outcomes

- Provide world-class managed security services simply and quickly
- Generate significant MSS revenues without investing in infrastructure or skills
- Capitalise on the growing enterprise demand for security-as-a-service
- Extend the value of cybersecurity deals and engagements
- Develop profitable new income streams without experiencing channel conflict
- Higher lifetime value
- Closer, more strategic customer relationships
- Increase deal sizes and convert more opportunities
- Achieve a competitive advantage
- Increased market relevance

Zero Trust

Our MSSD service has been developed with a zero trust approach:
- Network designed from the inside out
- Always verify, never trust
- Inspect and log all traffic
- Strictly enforced 'need to know' access control
- Resources accessed in secure manner, regardless of location

Make an MSSD Commitment

MSSD means no longer needing to outsource to competitive MSSP's. Not only that, but if you are committed to investing $1m+ in annual revenue, we offer the opportunity to white label the service under your own brand*.

Products Covered

paloalto NETWORKS
- NGFW
- Cortex XDR Prevent
- Cortex XDR Pro
- Prisma Access
- Redlock

FORTINET
- NGFW
- FortiAP
- FortiSwitch
- Secure SD-WAN
- FortiEDR

CISCO
- Firepower
- Meraki MX Devices

Platforms Supported

Severless

Private Cloud

NUTANIX
vmware

Public Cloud

Microsoft Azure
Google Cloud
aws

Services Offered

SOC:
- Permanently staffed
- SOC portal for live status and reporting tickets
- Enquiries answered by accredited and experienced engineers
- SOC 2 Type 2, ISO 27001 and ISO 9001 certified
- webscale security automation and orchestration platform
- High levels of resilience and redundancy

MSS - MONITORING & ALERTING:
- Threat Event Enrichment, Analysis and Correlation
- Incident Monitoring, Alerting and RCA
- Remote Breach Support
- Security Dashboard
- Compliance Reporting
- AI-based threat hunting*
- Post-breach investigation*
- Service management reporting
- Security improvement advisories

MSS - PREVENTION & COUNTERMEASURES:
- Availability Monitoring and Backup
- Operational and Capacity Management
- Updates and Upgrades
- Policy Compliance and Best Practice Validation
- Device and Policy Configuration
- Change Management
- Automated Rules of Engagement
- Policy Topology Reporting
- Behaviour Baselining*)