

Managed Security Services Distributor Security Operations Centre

MSSD SOC

It can take 4 years to build a mature 24/7 SOC. For partners who seek to profit from managed security services right away – with zero channel conflict or any investment in infrastructure or skills – Exclusive Networks offers a complete, global SOC-based capability to build new revenue streams rapidly and without risk.

24/7 GLOBAL SOC INFRASTRUCTURE

Key features of our SOC infrastructure include:

- Permanently staffed 24/7
- Comprehensive SOC portal for live status and reporting tickets
- Email/phone/portal enquiries answered by accredited and experienced engineers
- ISO 27001 and ISO 9001 certified webscale security automation and orchestration platform
- High levels of resilience and redundancy

YOUR LAUNCHPAD FOR CYBERSECURITY SERVICES

All MSSD services from Exclusive Networks:

- Are 100% channel; only for partners to sell to end customers.
- Include service management reporting and security improvement advisories as standard
- Come in a range of contract terms

SERVICES OVERVIEW

Partner with Exclusive Networks and gain access to compelling MSS offerings that capitalise on the growing enterprise demand for security-as-a-service.

MSSD SOC: Monitoring & Alerting

- A comprehensive monitoring and alerting service with threat event and root cause analysis

MSSD SOC: Monitoring & Alerting + Prevention & Countermeasures

- Comprehensive monitoring and alerting PLUS additional, actively managed service capabilities such as proactive updates and policy management.

SUMMARY OF KEY BENEFITS

- Provide world-class managed security services
- 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 service-based income streams without experiencing channel conflict
- Strengthen customer relationships
- Increase deal sizes and convert more biz dev opportunities
- Achieve competitive advantage



MSSD SOC: MONITORING

Monitoring Service for Cybersecurity Solutions

As cybersecurity challenges grow in scale, scope and complexity, Exclusive Networks' **MSSD SOC: Monitoring & Alerting** service allows partners to answer rising demand among end customers for managed security services. Driven by our global 24/7 SOC, **MSSD SOC: Monitoring & Alerting** is the perfect foundation for enabling customer ROI from cybersecurity deployments at a predictable recurring cost, with no need for expensive infrastructure, resources or skills.

SERVICE OVERVIEW

MSSD SOC: Monitoring & Alerting is a comprehensive SOC-based monitoring and alerting service driven by our webscale security automation and orchestration platform. It incorporates:

- 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

(*) Requires XDR

The standard service operates to a 4-hour response time and 8-hour resolve time, and currently supports the following vendor solutions:

- Palo Alto Networks (NGFW, TRAPS, CORTEX-XDR, PRISMA, Redlock)
- Fortinet (NGFW)

100% CHANNEL READY

MSSD SOC: Monitoring & Alerting is a 100% channel product, exclusively for partners to sell to end customers:

- You choose the contract terms (1 / 2 / 3 years)
- Comprehensive SOC portal for live status and reporting tickets
- Email/phone/portal enquiries answered by accredited and experienced engineers

SUMMARY OF KEY BENEFITS

- A world-class, foundational managed security service you can offer today to your customers
- No channel conflict and no need to invest in infrastructure or skills
- Capitalise on the cyber skills shortage and growing enterprise demand for security-as-a-service
- Higher lifetime value (LTV)
- Easier cross-sell and upsell
- More loyalty
- Monthly recurring revenue
- Competitive advantage
- Increased market relevance
- Closer, more strategic customer relationships



MSSD SOC: MONITORING + PREVENTION & COUNTERMEASURES

Monitoring, Prevention & Countermeasures Service for Cybersecurity Solutions

With **MSSD SOC: Monitoring + Prevention & Countermeasures**, partners can provide a complete reactive and proactive managed security service with no need for expensive infrastructure, resources or skills. This premium offering builds on the foundation of the **MSSD SOC: Monitoring** service to maximise strategic value both for partners and their end customers.

SERVICE OVERVIEW

MSSD SOC: Monitoring & Alerting + Prevention & Countermeasures combines a comprehensive SOC-based monitoring and alerting service with managed capabilities for dynamic network environments, including proactive software upgrades and policy management – all driven by our webscale security automation and orchestration platform. It incorporates:

- 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
- 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 Baselineing (*)

The standard service operates to a 4-hour response time and 8-hour resolve time, and currently supports the following vendor solutions:

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- Fortinet (NGFW)

(*) Requires XDR

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