At a Glance

NETWORK DEFENSE AS A SERVICE

CyGlass by NOMINET

CHALLENGE

As large enterprises spend millions on cyber security technology to increase defences, mid and small sized organizations are left behind due to budget and resource constraints. The result is a fivefold increase in attacks against these organizations. Add the complexity of defending rapidly changing attack surfaces and the growing shortage of cyber talent, and you have the recipe for rapid cyber attack growth for years to come. Critical weaknesses include:

HASTILY BUILT HYBRID ENVIRONMENTS

- Sudden Remote Work driving new threat surfaces: laptops, Office365, expanded VPN use
- Sensitive information distributed across multiple locations
- Growth in IoT & connected OT assets

CHANGING ATTACK FOCUS

- VPNs/remote access a new favourite target
- Growing ransomware attacks, recovery time significant
- Home distractions increase phishing attack success

LIMITED STAFF/STRAINED RESOURCES

- More tools to cover more threats increases complexity
- Staffing shortages, work restrictions challenge operations

SOLUTION OVERVIEW

CyGlass Network Defense as a Service (NDaaS) delivers a cost effective network detection, response, and compliance solution for cyber security teams that have a distributed, hybrid network and do not have the resources to operate a SIEM or 24X7 security operations center.

Requiring no onsite deployment of agents or appliances, and in most cases, no additional headcount, CyGlass NDaaS utilizes advanced AI to reduce the massive volume of network traffic into a few prioritized smart alerts. The NDaaS policy engine includes hundreds of prebuilt industry standard compliance controls and automated reporting to ease the regulatory burden while proving progress toward compliance goals. CyGlass NDaaS enables any security team to See Risks Across Their Network, Stop Threats, and Prove Compliance.

TARGET BUSINESS

MARKET SIZE

- Mid-Market: Organizations with 250 to 10,000 employees
- Security teams of 10 or less
- IT teams (who often wear two hats) of 10 to 200

VERTICALS

- Banks, credit unions, financial services and insurance
- Government, local government, Higher Education, School systems
- Power generation & utilities, water and waste
- Traditional industries: construction, legal, health care, manufacturing, food production

TARGET PERSONA

- IT/ Cyber Security Leaders: CIO, CISO (VP of Security)
- Network operations directors/ managers
- Cyber security & network security directors and managers, IT Compliance leaders, IT Auditors

NOTES:

- Many mid and small organizations do not have a CISO or have a virtual CISO
- Small teams often designate IT engineers as cyber security analysts or tool operators as a second role

ELEVATOR PITCH

Network defense is a foundational to any cybersecurity program.

For small cyber security teams who cannot run a SIEM or SOC, CyGlass network defence delivered as a SaaS solution is financially affordable and operationally effective solution delivering network visibility, threat detection and remediation while supporting strong standards and regulatory compliance.

PARTNER REVENUE GENERATION

As a 100% channel sales company, CyGlass processes are structured to enable partners to sell efficiently and build new recurring service based revenue streams. From our simple SaaS subscription model, to our aggressive channel margins, CyGlass is your best partner to deliver value to your mid and small customers.

CYGLASS DRIVEN SERVICES REVENUE OPPORTUNITIES

Network device identification & zero trust segmentation

- Identify network devices, rogue devices and network risks, deliver ongoing risk reduction services
- Identify and Tag 'crown jewel' assets, deliver policy driven layered Zero Trust defense services

Vulnerability risk assessments & remediation

- Assess threat surface vulnerabilities against ransomware, VPN, data theft, and zero-day attacks and deliver remediation services

Regulatory and standards compliance programs

- Build, deliver and manage compliance programs covering CREST, FCA, UK Cyber-Essentials, CMMC)

Enhance Threat hunting & investigation Services

- Utilize CyGlass AI driven smart alerts and investigations to offer proactive threat hunting for clients

CYGLASS DRIVEN OPERATIONAL VALUE

No IT overhead, No onsite staff required

- No agents, no appliances, no new on-premise software or hardware saves money, speeds deployment

Rapid Implementation

- Taps existing systems, up and running in under 30 minutes reduced complexity, speeds deployment

Repeatable business

- Simple SaaS sales cycle – 3 months to close compared to 12 month average for enterprise NDR

Increased analyst productivity

- Overcome skills shortage, support your staff and your customers staff with a simple product that's easy to use, removes the need for "eyes on glass" and the burden of false positives

USE CASE COVERAGE

RANSOMWARE DEFENSE

- Power up existing firewalls by adding CyGlass to detect and eliminate ransomware before it impacts your customer's business

SIEM ALTERNATIVE

- Designed as an alternative to failed SIEM or no SOC/SIEM organizations. Automated 24X7 Threat Detection and Response

EXPANDED THREAT SURFACE COVERAGE

- AV and EDR can be beaten (SolarWinds made the clear), but attackers cannot hide from AI powered network monitoring
- Network Visibility and Risk Mitigation
- 24×7 monitoring on LAN/WAN, VPN and hybrid cloud environments
- Detect rogue and unprotected devices, black lists sites, IoT/OT risk and more

REMOTE WORKING

- Monitor VPN and RDP connections for misconfigurations and risky activity

CASE STUDY: LOCAL COUNCIL

CHALLENGE:

- Hackney Borough Council ransomware attack brought home need for improved defences, expansion to network coverage
- Limited budget, no ability to deploy an appliance due to Covid-19, no new headcount available
- Large number of remote workers

SOLUTION: CyGlass NDaaS connected to Fortinet Firewalls and VPNs, Ransomware Defense Policy Pack, Network Visibility & 24X7 monitoring.

RESULTS: "CyGlass allowed us to efficiently manage our important alerts. CyGlass has given us a 24/7 pair of eyes, helping to ensure that we continually improve our security posture against ever emerging threats."

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