



CyGlass simply and effectively identifies, detects, and responds to threats to your network without requiring any additional hardware, software, or people.



BUSINESS NEED, AUDIENCE, TARGET MARKET

Customer's Business needs:

- SIEM efficiency
- Remote/distributed workforce – VPN monitoring
- Protection of critical assets – crown jewels
- Advanced threat detection & response – ransomware, hackers, malicious insiders

Audience to talk to:

- CISO, CSO, Information Security Team, Technical Evangelist

Target Organisation/ Market

- 150 – 5,000 users
- Use case within financial services but not limited to
- Regulated industries
- Physical locations: manufacturing, powerplants take your cyber security beyond



VALUE, BENEFIT AND OUTCOME TO THE CLIENT

Client Value:

- Discover, identify and label your network assets
- Detect and score anomalies
- Alert on and block violations

Client Benefit:

- Easy to install: up and running in minutes
- Delivers actionable intelligence in the form of a network CyberScore
- AI to learn your network identifies assets based upon their network behaviour, and establishes baselines for your network and users

Client Outcome:

- Network visibility – understand important things on your network and prioritizing keeping them safe
- Policy assurance
- Threat detection & response
- Minimise false alerts



WHAT TO LISTEN FOR AND WHAT TO ASK

Look out for these phrases:

- Worried about what get's behind my firewall
- Visibility – I don't know what's going on on my network
- My SOC team are overworked with too many alerts
- I don't have enough cyber analysts
- People are working from home, how do we keep stuff safe
- I'm not getting good value from my SIEM

Qualifying Questions:

- How are you managing the increase in numbers of remote workers?
- Are you building a baseline of network traffic?
- What firewalls are you using?



HOW IS IT DELIVERED?

Delivery:

- Cloud-based service only (AWS)

Licensing:

- Annual subscription, licensed by the number of users protected

Upsell:

- Use the Executive Summary Report to show areas of vulnerability and offer services to remediate

Support:

- support@cyglass.com Support costs are included in the subscription. CyGlass partners take the first call and if escalation is required, CyGlass provides 2nd & 3rd level support.



COMPETITORS

Competitors:

- Darktrace
- Palo Alto
- Vectra
- Cisco
- ExtraHop

Why customers choose CyGlass over these competitors:

- Cost effective
- Less noisy (alert fatigue)
- Requires less administration
- No hardware or software required: easy to deploy
- No PII involved
- Addresses many compliance requirements



VALUE PROPOSITION

CyGlass Network Defense as a Service (NDaaS) simply and effectively identifies, detects, and responds to threats to your network without requiring any additional hardware, software, or people.

The CyGlass cloud continuously analyzes billions of conversations happening on a company's network, learns what is normal, and responds when suspicious behaviors that risk the security of your critical IT assets or your organization's reputation are detected.

CyGlass provides a unique perspective on the security threats on a network. CyGlass delivers actionable intelligence in the form of a Network CyberScore. The Network CyberScore can be calculated for any node, subnet, zone or partner on your network. The Network CyberScore provides visibility into the security events affecting your network, and clear actions on how to address them.