

# Cybersecurity Risk Validation & Exposure Management



## INTRODUCING CYMULATE

There is no downtime for cybersecurity. Security professionals must constantly protect their organization against a wide variety of threats and answer on-demand:

- Are we secured?
- Where are controls performing strongly, and where do gaps exist?
- Do we have too many tools, or too few?
- Are my information security teams overwhelmed, or able to stay ahead of threat activity?
- Will our Incident Response protocols work as expected?
- Can I clearly report to senior leadership and the board on all of this?
- What will all these answers look like next week, next month, next quarter, next year?
- Will our cybersecurity programs scale adequately over time as the business grows and the threat landscape changes?

The Cymulate platform automatically validates that security programs are effective, continuously optimizes remediation efforts and admissible risk levels, and rationalizes requests for additional budget or headcount.

## WHY CYMULATE



### EASY TO USE

with “click through testing” and automation.



### EXTENSIVE

attack surface coverage, attack scenarios, and attack campaigns.



### COMPREHENSIVE

platform with validation & exposure risk assessment.

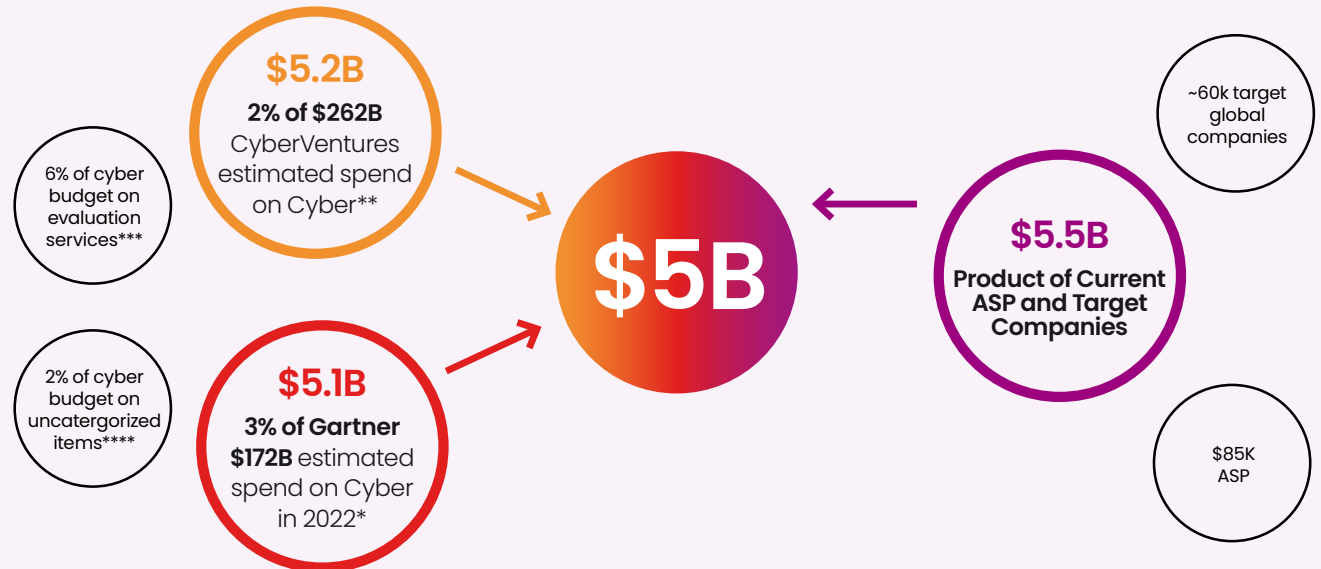


### MODULAR

to address a growing business's requirements.

## MARKET OPPORTUNITY

### CYMULATE ADDRESSABLE MARKET



\*<https://www.csoonline.com/article/3645091/cybersecurity-spending-trends-for-2022-investing-in-the-future.html>

\*\*<https://cybersecurityventures.com/cybersecurity-spending-2021-2025/>

\*\*\*<https://www.csoonline.com/article/3645091/cybersecurity-spending-trends-for-2022-investing-in-the-future.html>

\*\*\*\*[https://www2.deloitte.com/content/dam/insights/us/articles/6507\\_Cybersecurity-FS-ISAC/DI\\_2020-FS-ISAC-Cybersecurity.pdf](https://www2.deloitte.com/content/dam/insights/us/articles/6507_Cybersecurity-FS-ISAC/DI_2020-FS-ISAC-Cybersecurity.pdf)

## PRODUCTS, SOLUTIONS & SERVICES

### SECURITY POSTURE VALIDATION PLATFORM USE CASES

The Cymulate Platform is designed by defensive testing professionals and is built to scale and grow with the expertise and needs of the various security teams using it. The platform provides easy-to-use and extensive Breach & Attack Simulation (BAS). Unlike traditional Attack Simulation (AS) solutions, the platform also allows for expansion into extended control sets and the use of custom attack scripting and binaries for advanced validation programs.

### BREACH AND ATTACK SIMULATION (BAS)

Leverages simulated cyberattacks for security control validation, SIEM/SOAR optimization, security validation of cloud environments, and SOC & Incident Response optimization.

## HOW IT WORKS



### THREAT EXPOSURE ASSESSMENT

Includes Attack Surface Management, full kill-chain attack mapping, and validation of access and segmentation security policies.

### ATTACK-BASED VULNERABILITY PRIORITIZATION

Identifies exploitable vulnerabilities and makes staff patching efforts more effective.

## TARGET CUSTOMERS THAT YOUR RESELLERS SHOULD TALK TO

### KEY PERSONA SECURITY TEAMS:

- Chief Information Security Officer (CISO)
- Security Practitioner

### ROLE AND RESPONSIBILITIES:

- Implementing and overseeing an organization's cybersecurity program
- Aligning cybersecurity and business objectives
- Reporting on cybersecurity
- Monitoring Incident Response Activities

### KEY PERSONA IT TEAMS:

- Chief Information Officer (CIO)
- Active Directory Administrator (AD Admin)

### ROLE AND RESPONSIBILITIES:

- Managing IT staff and developing department goals
- Developing and overseeing the IT budget and planning, deploying and maintaining IT Systems
- Managing the organization's software development needs
- Developing IT policies, procedures, and best practices across the organization
- Staying up to date on IT trends and emerging technologies

## HOW TO OPEN UP A CONVERSATION WITH A PARTNER

### DO YOU CURRENTLY HAVE A SOLUTION IN PLACE THAT VALIDATES YOUR CUSTOMERS CURRENT SECURITY PROGRAMS ARE EFFECTIVE?

The Cymulate platform automatically validates that security programs are effective, continuously optimizes remediation efforts and admissible risk levels, and rationalizes requests for additional budget or headcount.

## HOW TO OPEN UP A CONVERSATION WITH AN END USER

### DO YOU CURRENTLY HAVE A SOLUTION IN PLACE THAT VALIDATES THAT YOUR CURRENT SECURITY PROGRAMS ARE EFFECTIVE?

- Do you know where you are currently exposed to cyber risk?
- Do you know where your existing security controls are performing well, and where the gaps exist?
- Do you know which risks are more serious than others, and where you should prioritise remediation based on risk?

## EXN VALUE ADD

### VALUE ADDED SERVICES

As well as bringing experience-first networking to your partners, we can further enhance the commercial opportunity with Exclusive Networks value added services.

### END TO END PARTNER SUPPORT

From configuring customer solutions to providing post sales implementation and support. 2:1 technical resource. Exclusive Networks align two technical engineers to each salesperson to support solution design, configuration, demos and staging.



### DEDICATED SALES & MARKETING

Tools and campaigns to help promote Cymulate products to your customers as well as support with business planning, account mapping, marketing execution, lead generation and more.

### FINANCING & LEASING

With more and more businesses looking at financing options in order to ease cash flow, Exclusive Networks' Finance & Leasing service provides simple and flexible finance options that put liquidity back into the channel. We offer multiple payment options and multiple contract options with global availability.

## COMPETITORS

ATTACKIQ

SafeBreach

XM Cyber

MANDIANT

PENTERA

SNAPATTACK

CALDERA

PICUS

# KEY CONTACTS

## **Ana Lovrin**

Global Business Development Manager  
[ana.lovrin@exclusive-networks.hr](mailto:ana.lovrin@exclusive-networks.hr)

## **Harriet Gough**

Global Marketing Manager  
[hgough@exclusive-networks.com](mailto:hgough@exclusive-networks.com)

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