Bitdefender

Managed Detection & Response

WHAT IS MDR?

QUICK TIP!

Managed Detection & Response (MDR) – **WE manage**
Endpoint Detection & Response (EDR) – **YOU manage**

MDR is a comprehensive and integrated service package that offers protection to the customer based on three pillars of:

1) **Threat Intelligence** gathered from variety of sources about the threats
2) **Technology** deployed at the endpoint and on the network to detect, block and isolate threats
3) **Expert** security analysts who monitor the network assets and resolve incidents after an attack

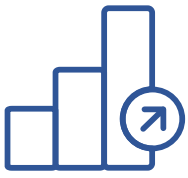
WHY MDR?

Customer **lacks** the **funding** and/or **resources** to mount an operation capable of detecting and responding to **sophisticated** and commodity **threats**.

*With many of our **customers struggling** to **protect** their businesses in the face of increasingly **complex** and mutable technology **environments** and more sophisticated **attacks**, the Bitdefender **Managed Detection** and **Response** service pairs our award-winning detection and **prevention** engines with a modern **24x7 security** operation staffed by world class expertise to hunt, identify and **eradicate adversaries**.*

Our Managed Detection and Response (MDR) offer is a fully-managed service delivered by our new 24x7 Security Operations Center in San Antonio, Texas.

Focus on strategic initiatives rather than mundane alerts



Realize the full value from security investments

Secure the business with a fully modern security operation

Support decision making with up to date security context

More information available at
www.bitdefender.com/managed-services

MANAGED DETECTION AND RESPONSE

World class prevention technology to deter and prevent malware infections before they can cause business risk.

Host & network telemetry backed by security analytics and automation to enable proactive hunting, anomaly detection and speedy investigations.

Pre-approved actions that can be executed quickly by the security team to limit adversarial dwell time and reduce business risk.

Real time and monthly report to support security decision making for the organization and provide visibility during incidents.

KEY PHRASES TO LISTEN FOR

ALERT FATIGUE

- Not enough time / staff to handle alerts
- It's too noisy / we turn the alerts off
- We can't prioritize or make sense of the alerts

OUTCOME GAP

- Can't prove we're secure for leadership / compliance
- Don't have the right information for leadership
- Are we protected from X? (APT, new attack, etc.)

EXPERTISE GAP

- Our teams are turning offer too quickly
- Can't hire enough staff for 24x7 coverage
- Can't afford specialized talent / skills

COMPLEXITY

- Too many tools / don't know how to use them
- Tools that don't work together
- Rate of change is too high (public cloud, etc.)

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