



WithSecure Managed Detection and Response (MDR) Service

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W / T H[®]
secure

PARTNER RESTRICTED

Unternehmensresilienz

Vorgaben



Angreifer



Verteidiger



Training

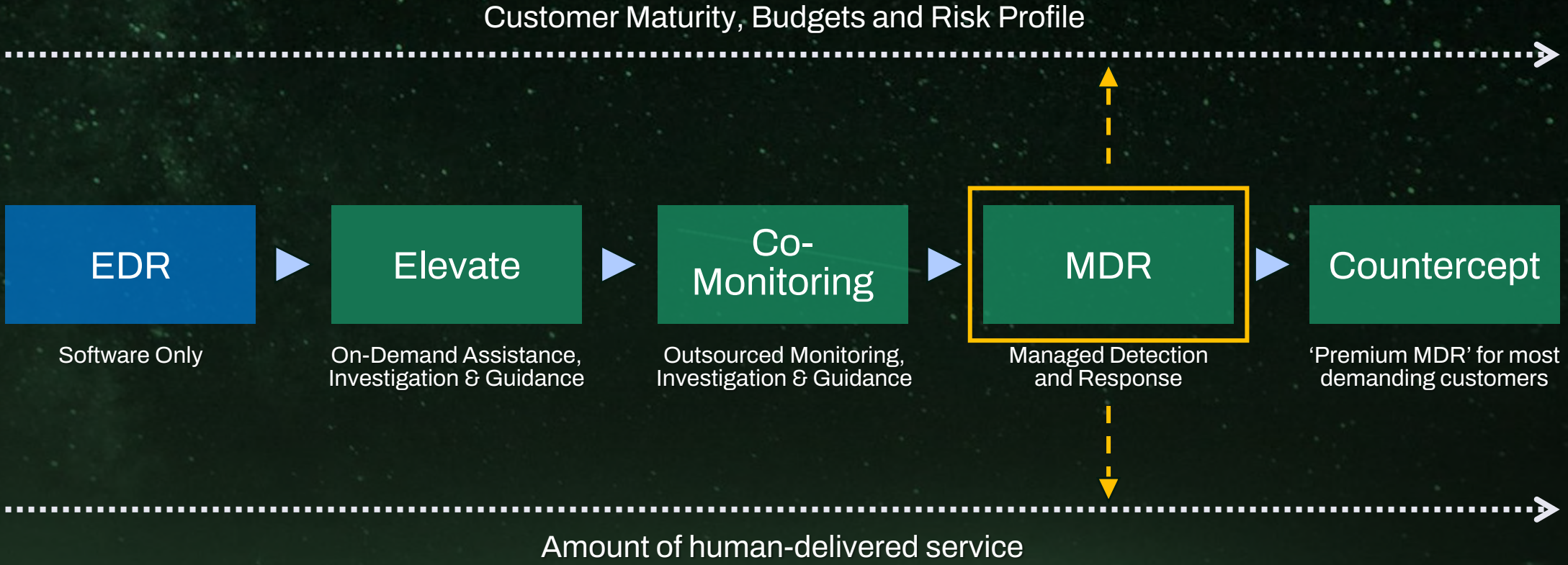


2

**Fähigkeit zur
Erkennung und
Bewältigung von
Cybersicherheits-
vorfällen**

3

**Möglichkeit die
Geschäfts-
kontinuität bei
Cybersicherheits-
-vorfällen
sicherzustellen.**

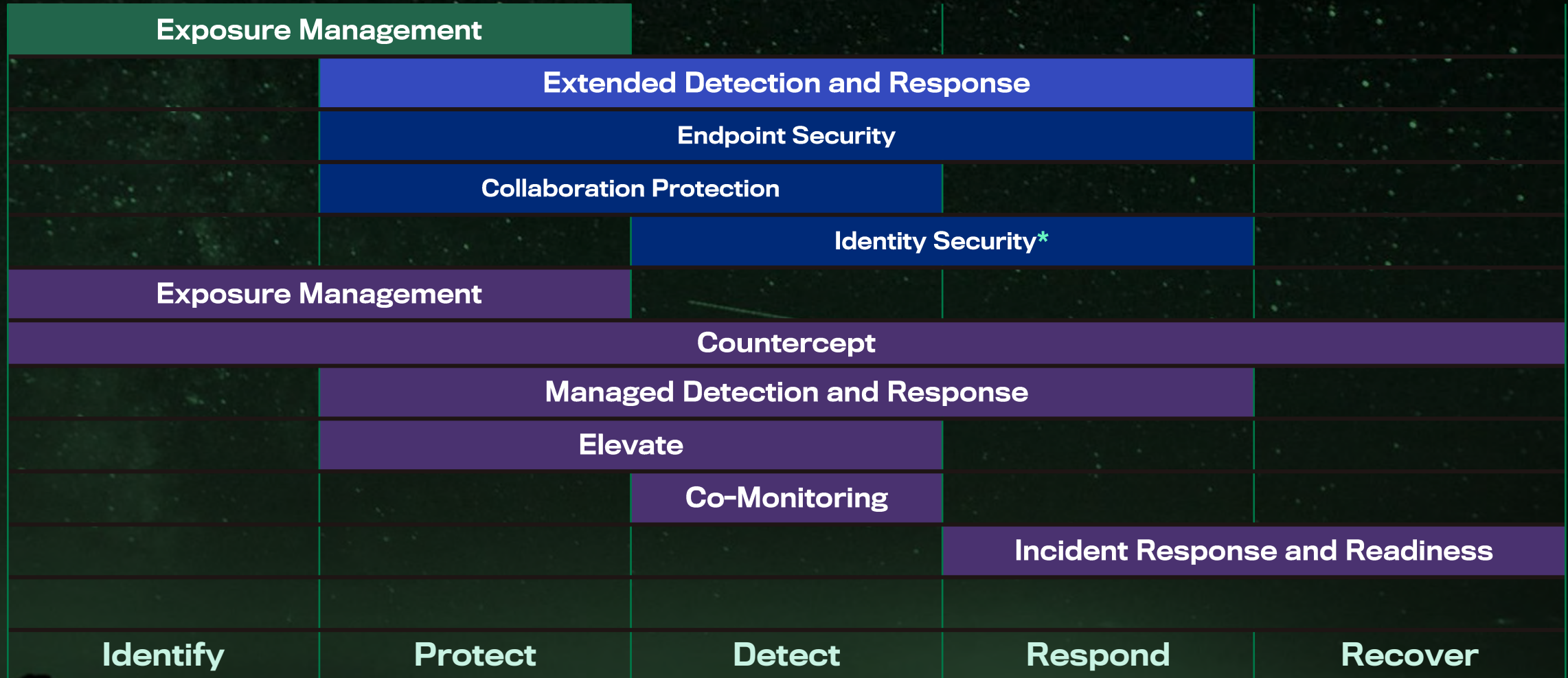


■ Products
 ■ Services

| | CO-MON. | MDR | CCPT |
|-----------------------------|-----------------|--------------------|-----------------|
| Coverage | OOO + 24/7 | 24/7 | 24/7 |
| Agent | EDR | EDR | CCPT |
| OS | WIN, MAC, LINUX | WIN, MAC, LINUX | WIN, MAC, LINUX |
| Incident Response (Scope) | NO | EDR | CCPT |
| Incident Response (Devices) | NO | 1 Device | 5 Devices |
| Incident Response Retainer | NO | NO | YES |
| Threat Hunting | NO | NO* | YES |
| Security Insights | NO | NO | YES |
| Engagement Manager | NO | Partner Handles | YES |
| Deployment Support | NO | Partner Handles | YES |
| Support Entitlement | Premium | Standard / TBD | Premium |
| Elevate / DRT Request | Elevate 3/1 | Elevate 3/1* | DRT Requests |
| Average Customer | ~200 and below | ~200-500 and above | 500-1k+ |

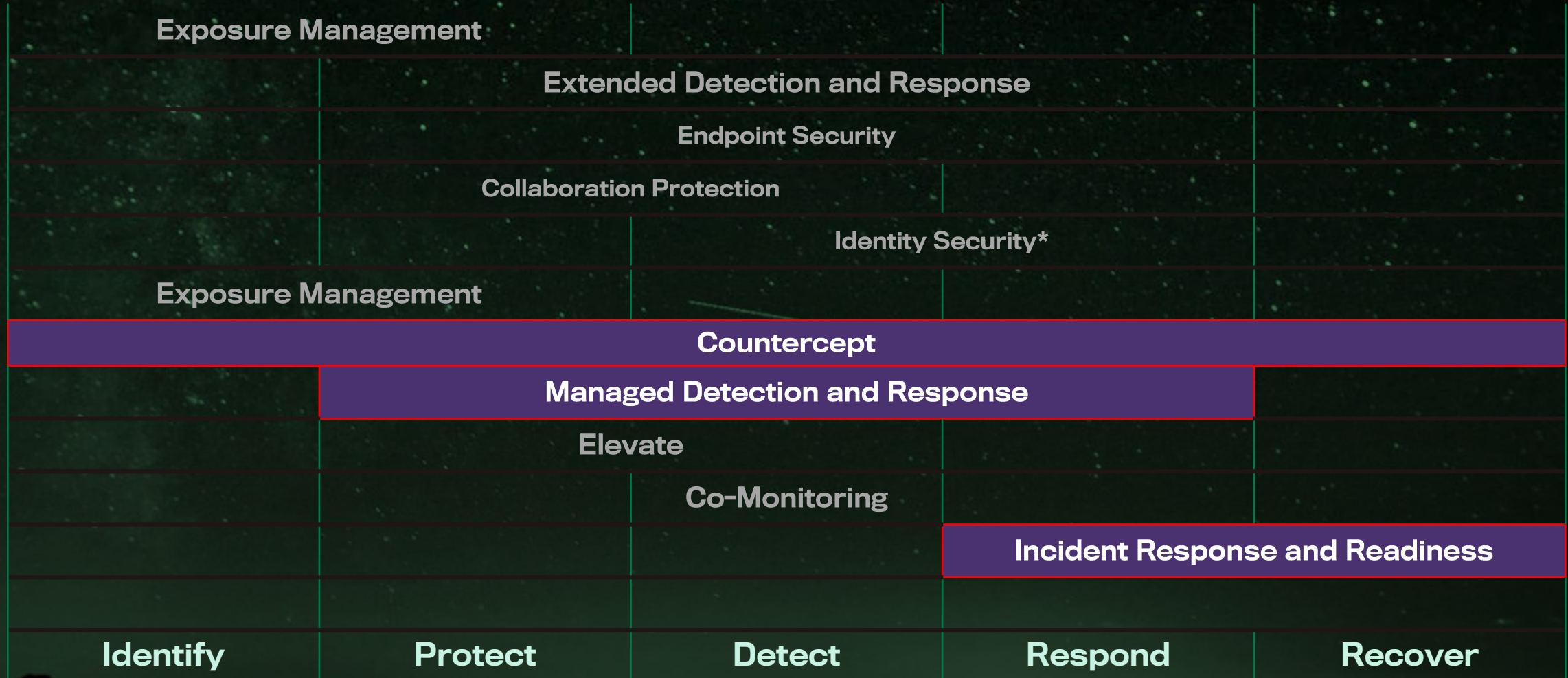
*Planned to be introduced at later stage.

WithSecure™ Elements Cloud - NIST



*Identity Security response Funktionen geplant für Q4 2024

WithSecure™ Elements Cloud - NIST



*Identity Security response Funktionen geplant für Q4 2024

EPP (P)

EDR

Identity Security *

MDR-Service



Bestandteile
‘WithSecure MDR Bundle’

*Verfügbar mit GA Release Identity Security

Endpoint Protection Profil vorbereiten

The screenshot shows the 'Profiles' page in the WTH Elements Security interface. The page title is 'Security Configurations / Profiles'. There is a 'Create a profile' button and a search bar for profiles. Below the search bar, there are tabs for different operating systems: 'For Windows Computers', 'For Windows Servers', 'For Mac', 'For Linux', 'For Mobile', and 'For Connector'. A 'Show all profiles' dropdown is also present. The main content is a table of profiles.

| Profile name | Status | Type | Description | Owner | Assigned computers | Actions |
|------------------------------------------------------|--------|------|------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|--------------------|---------|
| Data Fellows Security Default Profile (READ ONLY) | | | Data Fellows Security Default Profile | Data Fellows Security | 0 | ... |
| KittyCats | | | | DE CatHats | 0 | ... |
| WithSecure™ Laptop (locked) (READ ONLY) | | | A laptop profile that is locked to prevent users from changing any settings. | System | 0 | ... |
| WithSecure™ Laptop (open) (READ ONLY) | | | A laptop profile that is open for users to change any settings. | System | 0 | ... |
| WithSecure™ Office (locked) (READ ONLY) | | | Office locked for accessing the Internet from a fixed location such as office premises. End users are not allowed to change security settings. | System | 0 | ... |
| WithSecure™ Office (open) (READ ONLY) | | | Office open for accessing the Internet from a fixed location such as office premises. End users are allowed to change security settings. | System | 0 | ... |

Advanced response aktivieren

Profile For Windows Computers
Assigned computers: 0
Last edited: 6/20/24 9:15 AM
Profile ID: 234891971

Profile name: KittyCats
Description:
Type:

General settings This tab contains settings that are shared by all security features in WithSecure™ Elements Agent

Search: advance

Integrations

- Advanced response** Turn this setting on if you want to enable advanced response module in EDR. By enabling this feature, you confirm that you are legally permitted and have the applicable law to enable and use this feature.
- Real-time scanning
- Manual scanning
- Browsing protection
- Firewall

Buttons: Cancel, Save and Publish to multiple profiles, Save and Publish

Kunde muss
Advanced
response
aktivieren

Notfallkontakt(e) hinterlegen

WI Elements™ Data Fellows Security DE CatHats

Management / Subscriptions

Subscriptions

Subscriptions Endpoint Protection Subscriptions

The new Subscriptions page is in read-only mode [View details](#)

1 - 11 of 11 1 of 1

| Product | Subscription key | Organization | Type | Used | Max. | Expiration |
|----------------------------------------------------------------|-----------------------|--------------|----------------|-------------------------------------------------|-----------------------------------------------------------------------------------------------------|-------------|
| WithSecure MDR | EUDG-QDX4-EBTC-2... | DE CatHats | Not For Resale | | | Continuous |
| WithSecure Exposure Management | BQ4E-HXDC-9KLN-23... | DE CatHats | Not For Resale | AWS usage: 0 Azure usage: 0 | Users count: 50 Endpoints count: 50 IPs count: 50 Assets count: 50 IaaS total limit: 50 | Continuous |
| WithSecure Exposure Management | 8QCK-4PDD-NFDD-JC... | DE CatHats | Not For Resale | | Users count: 50 Endpoints count: 50 IPs count: 50 Assets count: 50 IaaS total limit: 50 | Continuous |
| WithSecure Elevate | L4AM-DAKL-2U66-GX... | DE CatHats | Not For Resale | Investigations count: 0 Validations count: 0 | Investigations limit: 50 Validations limit: 50 | Jun 1, 2027 |
| WithSecure Elements Identity Security for Entra ID | MRZN-2YUB-K2HW-4... | DE CatHats | Not For Resale | | Quantity: 50 | Continuous |
| WithSecure Elements EPP for Mobiles | KVVF-QQVJ-KQN6-PP... | DE CatHats | Not For Resale | Endpoints count: 0 | Endpoints limit: 50 | Continuous |
| WithSecure Elements EDR and EPP for Servers Premium | ENZV-Q9CN-B2JP-LK... | DE CatHats | Not For Resale | Endpoints count: 1 | Endpoints limit: 50 | Continuous |
| WithSecure Elements EDR and EPP for Computers Premium | RTRN-A7PY-P46Y-8AV... | DE CatHats | Not For Resale | Endpoints count: 1 | Endpoints limit: 50 | Continuous |
| WithSecure Elements Collaboration Protection for Microsoft 365 | HLLRF-BRVH-EQVY-E8... | DE CatHats | Not For Resale | Mailboxes count: 0 | Mailboxes limit: 50 | Continuous |
| WithSecure Elements Collaboration Protection for Microsoft 365 | 29L4-028U-758T-70F... | DE CatHats | Not For Resale | Investigations count: 0 | Investigations limit: 50 | Continuous |

Notfallkontakt(e) hinterlegen

The screenshot shows the 'WithSecure MDR' configuration page in the 'Data Fellows Security DE CathLab' environment. The page is titled 'Subscriptions' and displays a list of subscriptions. The 'WithSecure MDR' subscription is selected, and its details are shown in a modal window. The 'Contact information' section is active, allowing the user to add a new MDR incident response contact. The form includes fields for 'Timezone', 'Contact 1 Full name', 'Country code', and 'Phone number'. The 'Timezone' is set to '(GMT+02:00) Europe/Berlin', the 'Full name' is 'Stefan Linnig', the 'Country code' is 'Germany (+49)', and the 'Phone number' is '+49 123456789'. There are 'Cancel' and 'Save' buttons at the bottom of the form.

WithSecure MDR

| | |
|--------------------------|------------|
| Subscription key | Used |
| EUDG-QDX4-EBTC-2WT8-G7E6 | |
| Subscription type | Expiring |
| Not For Resale | Continuous |

Contact information

Add a new MDR incident response contact by filling in the information below. The contact should be available for a total of 24 hours and only 2 contacts are allowed.

Timezone *

(GMT+02:00) Europe/Berlin

Contact 1

Full name *

Stefan Linnig

Country code *

Germany (+49)

Phone number *

+49 123456789

Cancel Save

WithSecure MDR aktivieren

The screenshot displays the 'Automated actions' configuration page in the WithSecure Elements interface. The left sidebar shows the navigation menu with 'Automated actions' selected. The main content area shows a table of automated actions. The 'WithSecure MDR' rule is highlighted with a red box, indicating it is active. The right-hand panel provides detailed instructions for enabling MDR, including requirements for 'Escalation Contact Details', 'Advanced Response', and email notifications.

WithSecure MDR Active

Rule type
WithSecure Managed

Note
Please ensure "Escalation Contact Details" have been added to "Subscriptions" section under "Management" menu option. The contact details are required so WithSecure's threat analysts can contact you when a detection needs your attention.

Please ensure the "Advanced Response" is enabled on all devices in scope of the service, so DRT are able to execute response actions.

Please ensure you have added relevant email notifications in "Automated Actions" under "Security Configurations" menu option.

Please enable this rule, as the last step to ensure BCDs are monitored by DRT.

Applies to
Organizations:
DE CatHats
Risk level:
Severe, High, Medium

| Active | Rule Name | Rule Type | Risk Level |
|-------------------------------------|----------------|--------------------|----------------------|
| <input checked="" type="checkbox"/> | WithSecure MDR | WithSecure Managed | Severe, High, Medium |



WithSecure Managed Detection and Response (Countercept) Service

Michael Huber

Director Sales
Managed Services

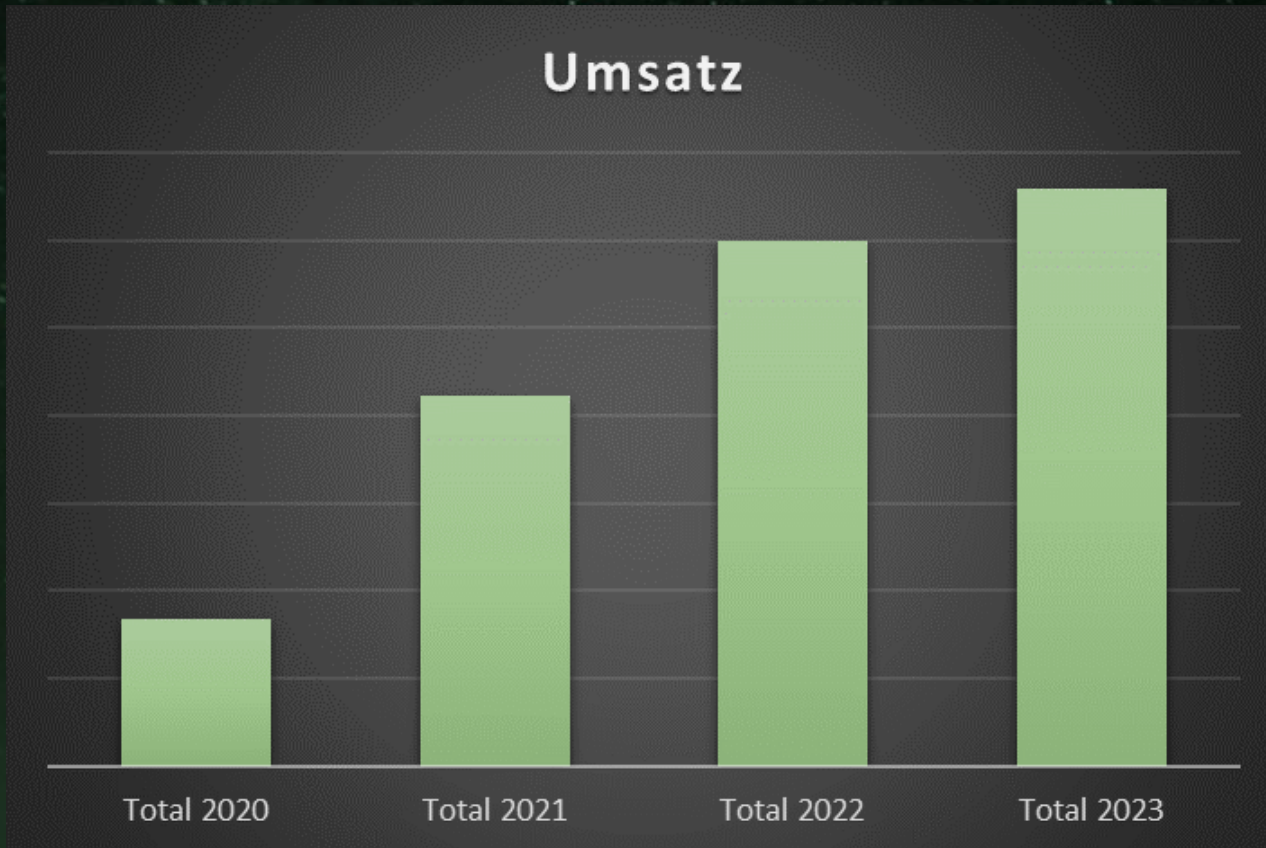
Stefan Linnig

Sales Engineer

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secure

PARTNER RESTRICTED

MDR Business Entwicklung

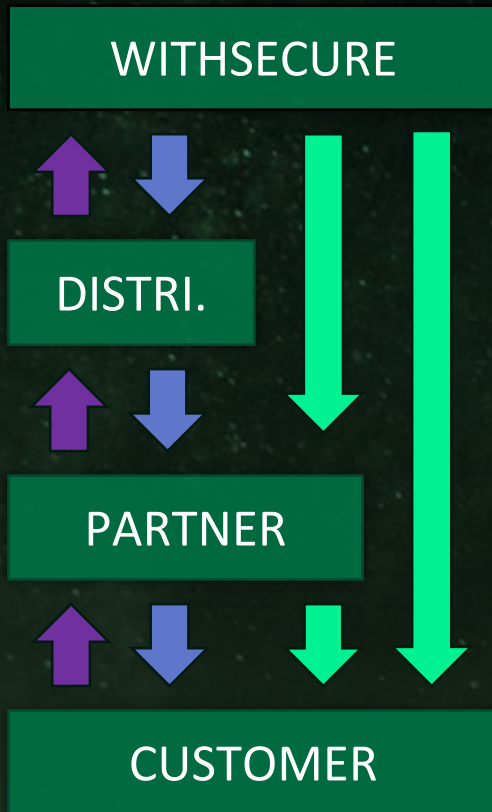


- Durchschnittliches Marktwachstum MDR >25% pro Jahr
- Durchschnittliches Wachstum WithSecure MDR >100% pro Jahr
- Ca 50% des Umsatzes mit Partnerbeteiligung

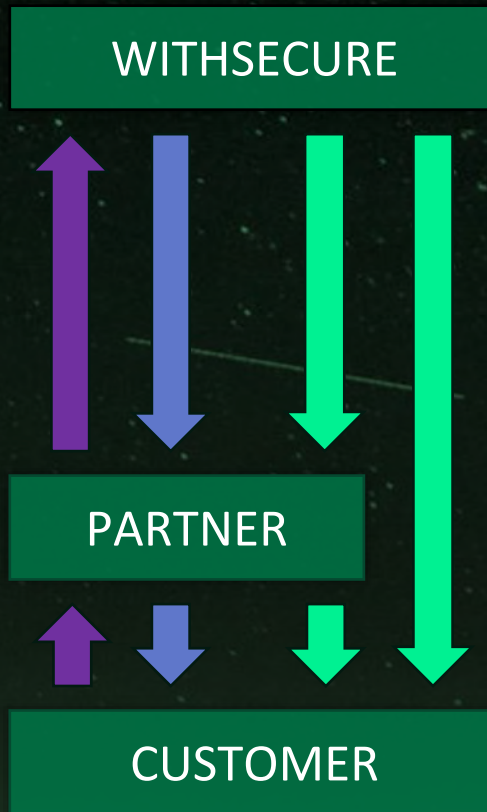
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“via Distribution”



“via Partner”



“Direct Sales”



Business Software Service

CCPT Resale

• Vertrag

- Partner Vertrag nicht älter als 2019
- CCPT Appendix (keine Unterschrift nötig)
- Haftung und Support gemäß AGB's

• Pricing

- Nicht in Preisliste enthalten
- Festlegung der Endkundenpreise während der Angebotsphase
- Discount je Partner Level



Channel discounts for Services

| Channel Discounts (from ARRP) | | |
|-------------------------------|--------------|----------|
| Partner Tier | RRP Discount | Kickback |
| Registered | -5% | - |
| Silver | -7.5% | - |
| Gold | -10% | +3% |
| Platinum | -12.5% | +4% |
| Distributor | -12.5% | +3% |

Product applies to WithSecure Managed Services

W / T H

• Partner Status

- Umsätze werden automatisch hinzugerechnet

• Prozess

- Gemeinsame Endkundendefinition
- Vorstellung des Services
- Gemeinsame Umsetzung

CCPT Referral

• Vertrag

- Referral Agreement als Zusatz zum Partner Vertrag
- Haftung und Support übernimmt WithSecure

• Pricing

- Verhandlung zwischen WS und Endkunde
- Standard Referral Fee 5% (erhöht sich je nach Beitrag des Partners)

• Partner Status

- Umsätze werden manuell hinzugerechnet

• Prozess

- Gemeinsame Endkundendefinition
- Vorstellung des Services
- Gemeinsame Umsetzung

Q&A



SPHERE
to you

Michael Huber
Director Sales
Managed Services

Stefan Linnig
Sales Engineer

Links:

[EU-Richtlinien zur Netzwerk- und Informationssicherheit \(NIS2\)](#)

[Verbesserung der Cybersecurity in der EU | WithSecure™](#)

[NIS2 die 10 grundlegenden Anforderungen](#)

[NIS2 Gutachten](#)

[Endpoint Protection](#)

[Identity Security](#)

[Collaboration Protection](#)

[Extended Detection and Response](#)

[Managed Detection and Response](#)