

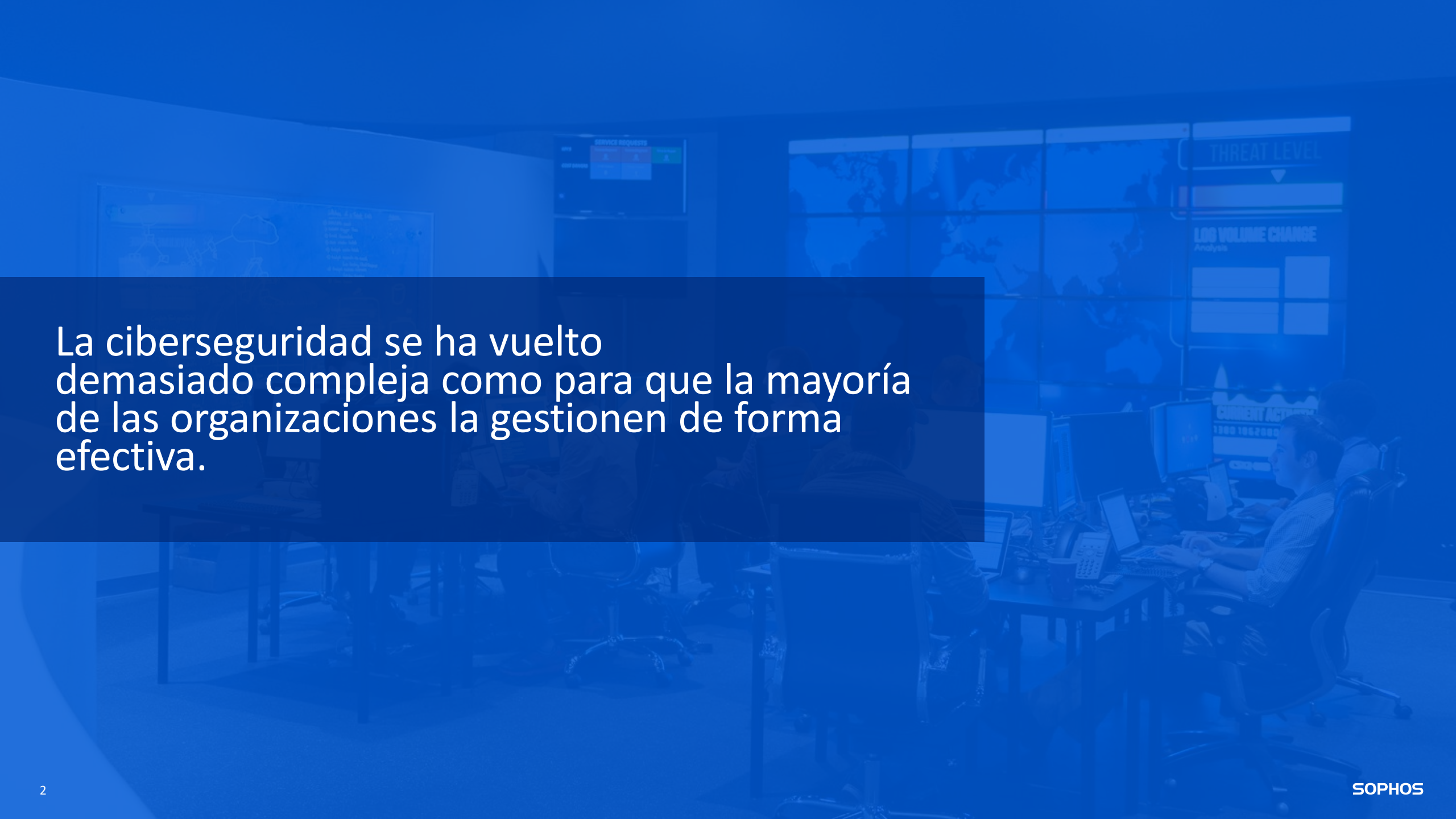
Cybersecurity as a Service

CSaaS

Álvaro Fernández

Director Comercial Sophos España y Portugal

SOPHOS



La ciberseguridad se ha vuelto demasiado compleja como para que la mayoría de las organizaciones la gestionen de forma efectiva.

El Reto de la Ciberseguridad



57%

De las organizaciones ha reportado un incremento del número de ataques¹
(2021 vs. 2020)



78%

Se incrementó número de organizaciones afectadas por Ransomware ¹
(2021 vs. 2020)



11>15 días

Dwell time, aumentó¹
(2021 vs. 2020)



7,5K €

Gasta una organización media en Ciberseguridad por empleado²



2.86M €

Es el coste medio de mantener un SOC³

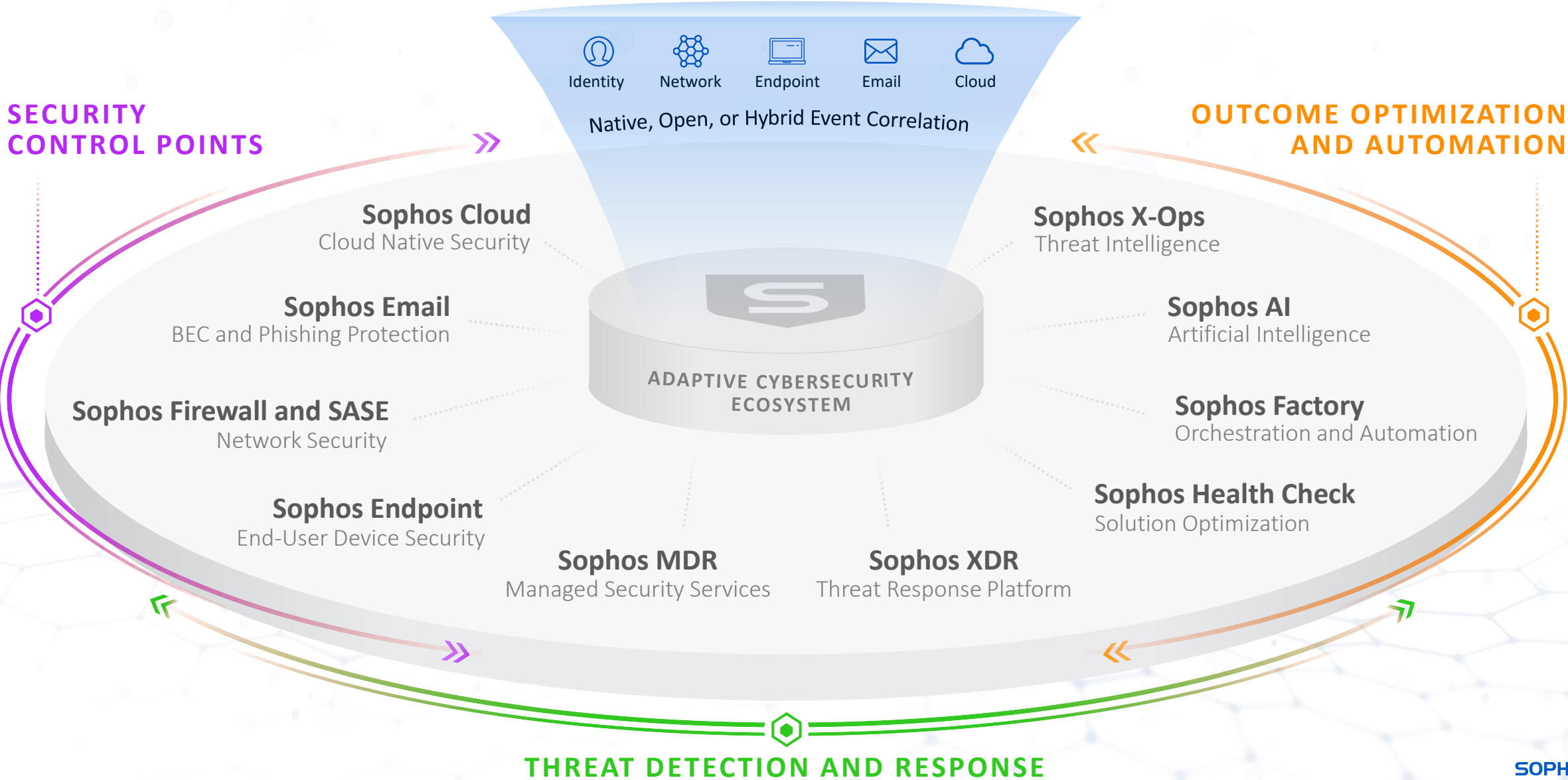
¹The State of Ransomware 2022, Sophos; The Active Adversary Playbook 2022, Sophos

²Statista: <https://www.statista.com/outlook/tmo/cybersecurity/worldwide>

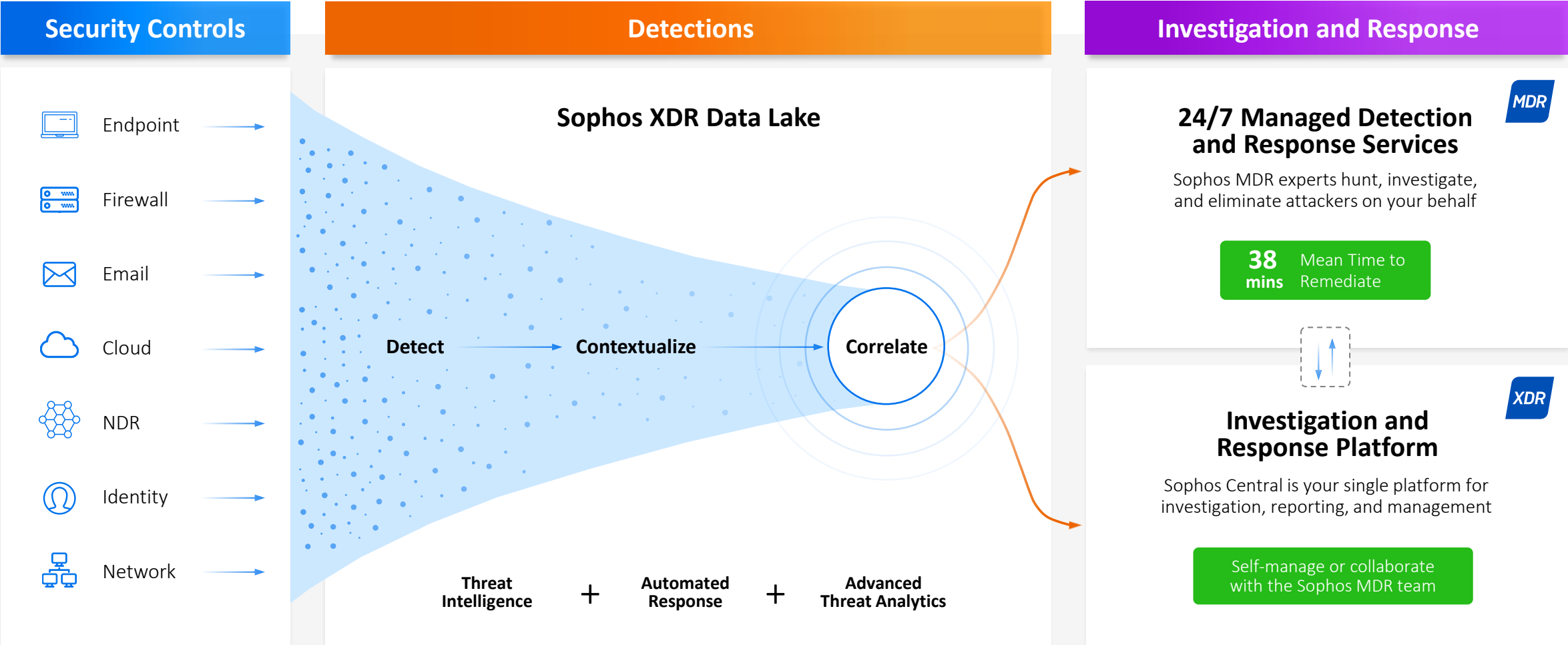
³Ponemon Institute: "The Economics of Security Operations Centers: What Is the True Cost for Effective Results?"

Cybersecurity as a Service combina eficientemente servicios, tecnologías, conocimientos y herramientas líderes en una única solución holística.

Delivering Optimal Cyber Security Outcomes



Optimized Prevention, Detection, and Response



Sophos X-Ops Powers MDR with Leading Threat Intelligence

Security Professionals

Sophos team sharing queries, tools, and techniques from CISO to frontline



MDR SecOps Analysts

Discovering new IOCs and hunting methods, in-the-wild impact



Sophos X-Ops

500+ experts across threat intel, analysis, data engineering, data science, threat hunting, adversary tracking, and incident response, staffing 6 global SOCs in every major theater

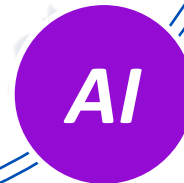
SophosLabs Researchers

Providing deep analysis of files, email, behaviors, URLs, IOCs, and DPI



Sophos AI Data Scientists

Development and insights on advanced ML models, automation and detection for MDR and Sophos products



MDR That Meets You Where You Are (CSaaS)

People

I need an expert team to...

Completely manage threat response

Co-manage threat response with my team

Alert my team to threats that require action

Process

Confirmed threats require...

Full-scale incident response: threat is eliminated

Containment so my team can eliminate them

A detailed alert with remediation guidance

Technology

I want to use...

Sophos: best protection, detection, and response

A combination of Sophos and non-Sophos tools

Non-Sophos tools only

Visibility

Detect threats using data from...

Endpoint

Firewall

Email

Identity

Public Cloud

Network

Sophos solutions integrated at no additional cost

 Sophos XDR

 Sophos Firewall

 Sophos Email

 Sophos Endpoint

 Sophos Cloud

 Sophos NDR

Non-Sophos solutions integrated at no additional cost



Any endpoint protection platform, including Windows Defender

Add-on integrations available for purchase:



Virtually any security tool that generates threat detection data

Sophos MDR: Industry-Leading Openness and Flexibility

MDR Sophos MDR

Compatible with your environment

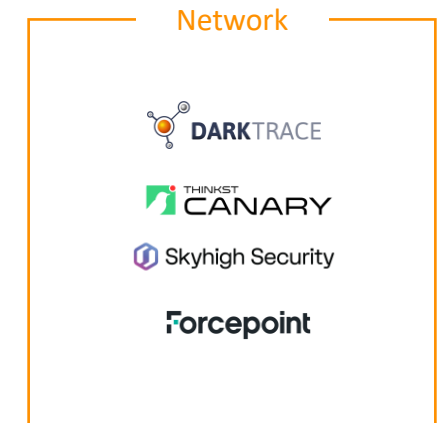
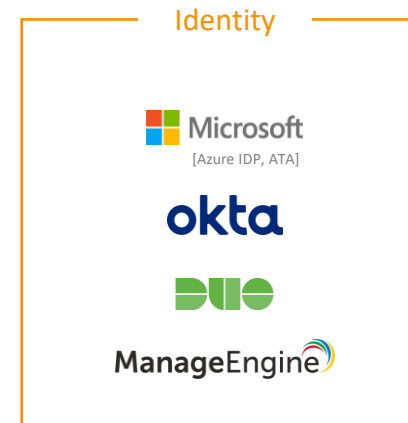
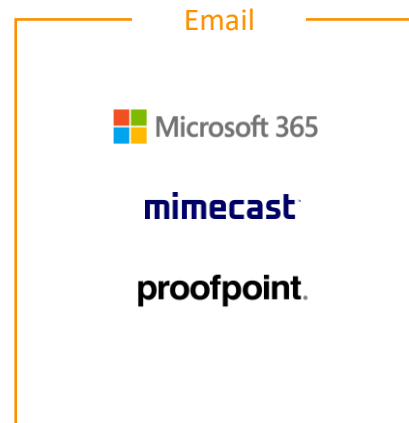
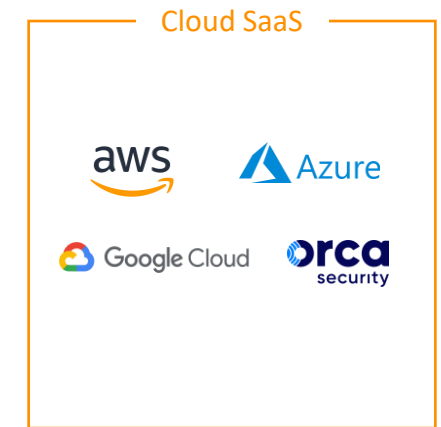
We can use our tools, another vendor's tools or any combination of the two

Compatible with your needs

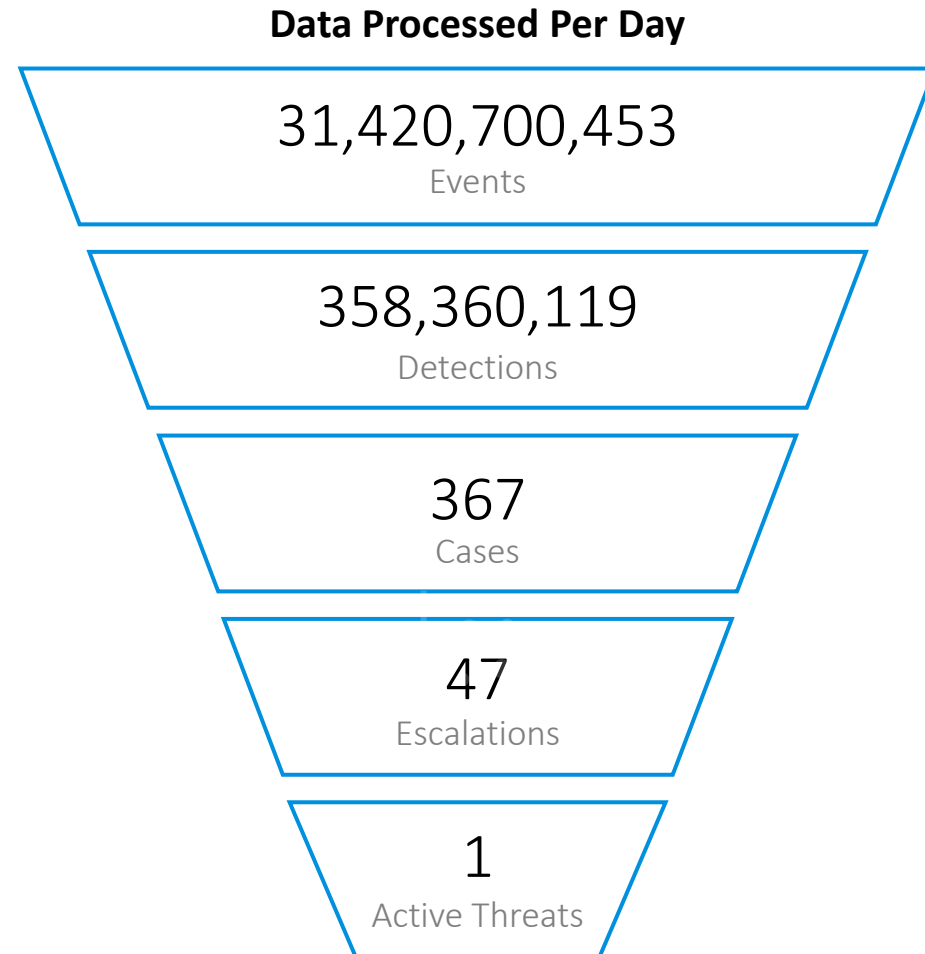
Whether you need full-scale incident response or assistance making more accurate decisions

Compatible with your business

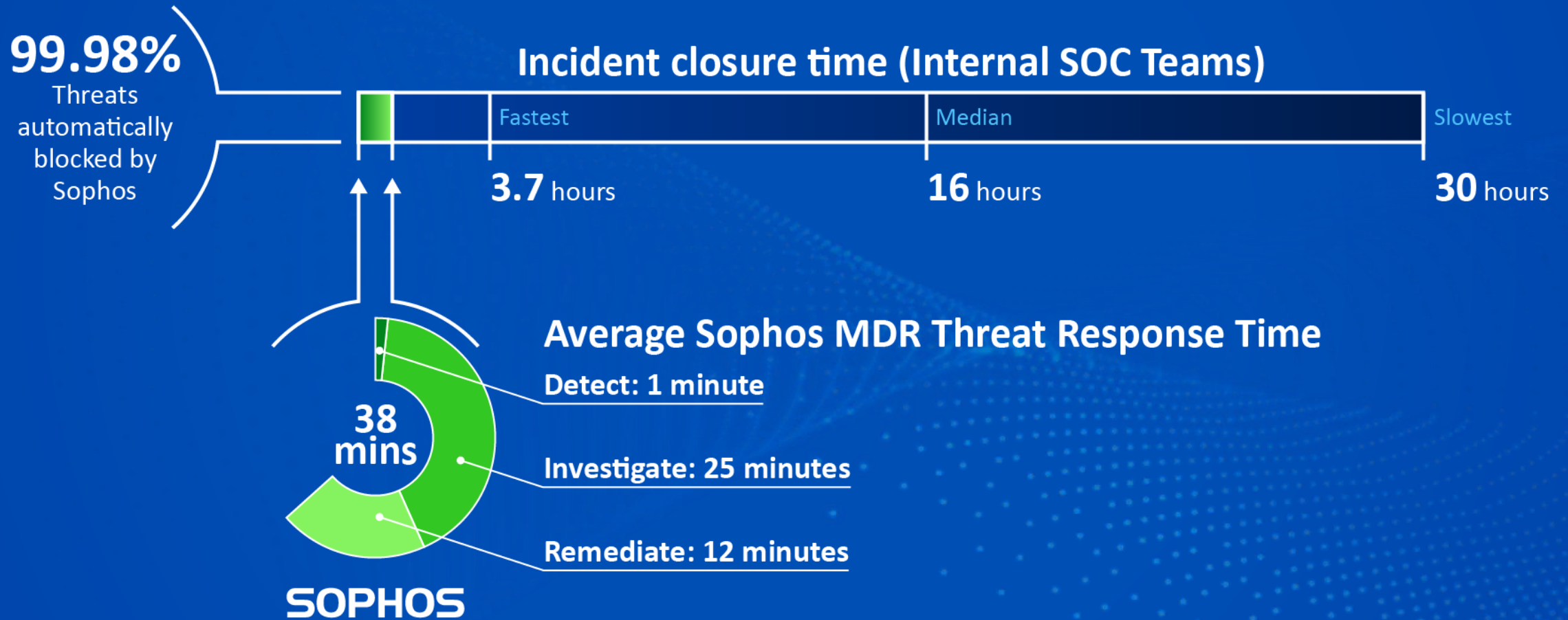
Our team has deep experience hunting threats targeting organizations in every industry



More Environments. More Visibility.



Leading Detection and Response Times



The Sophos Breach Protection Warranty covers up to **\$1 million** in response expenses



Included with new **Sophos MDR Complete** annual (term) subscriptions – at no additional cost



Built-in automatically with **1-, 2- and 3-year licenses**, both new customers and renewals

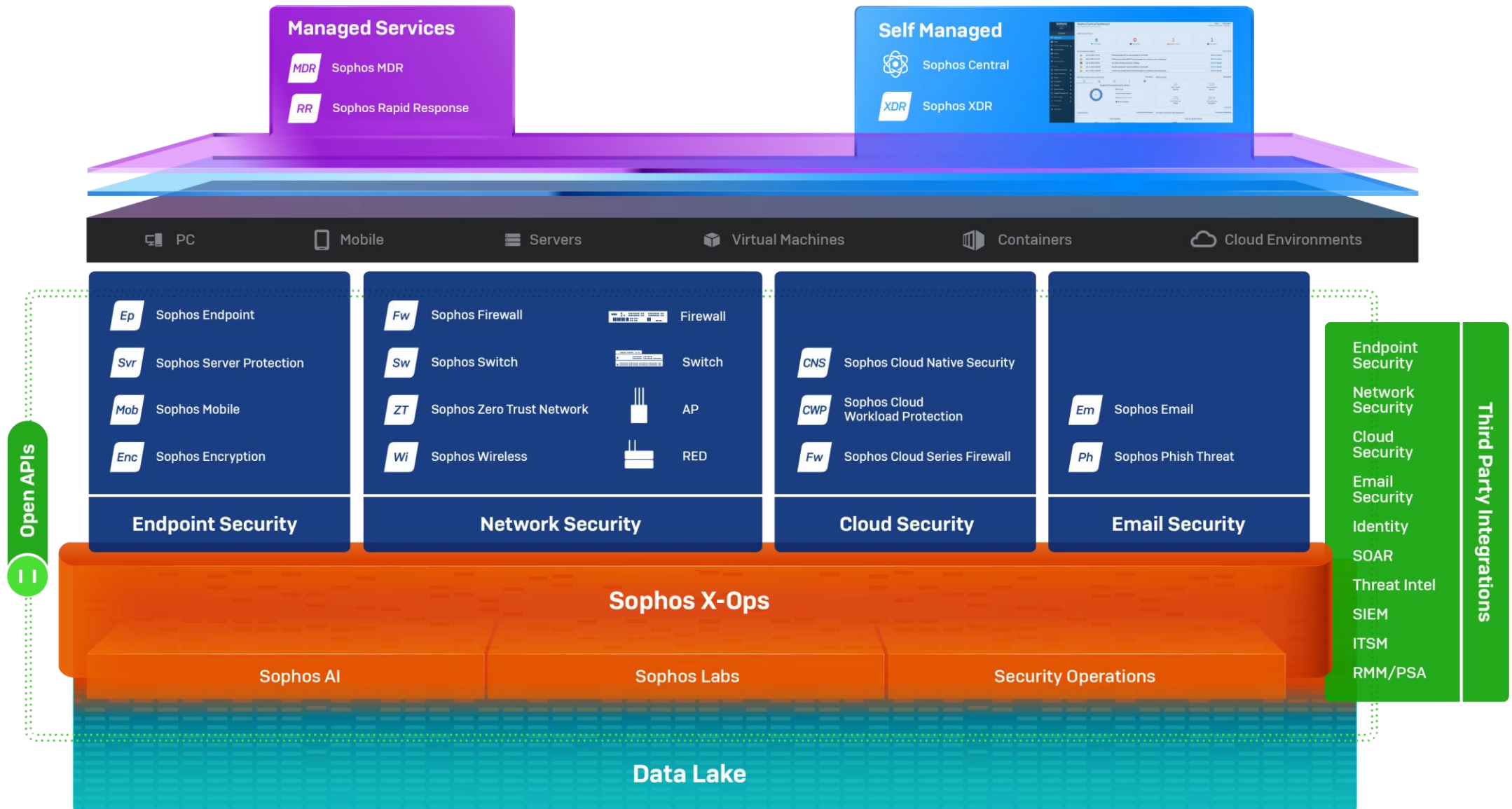


Comprehensive coverage: endpoints, servers, Windows, macOS, no geographic limits



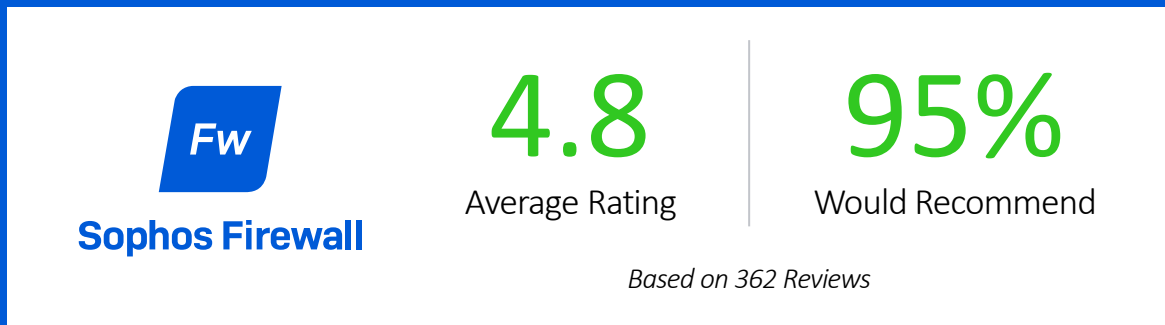
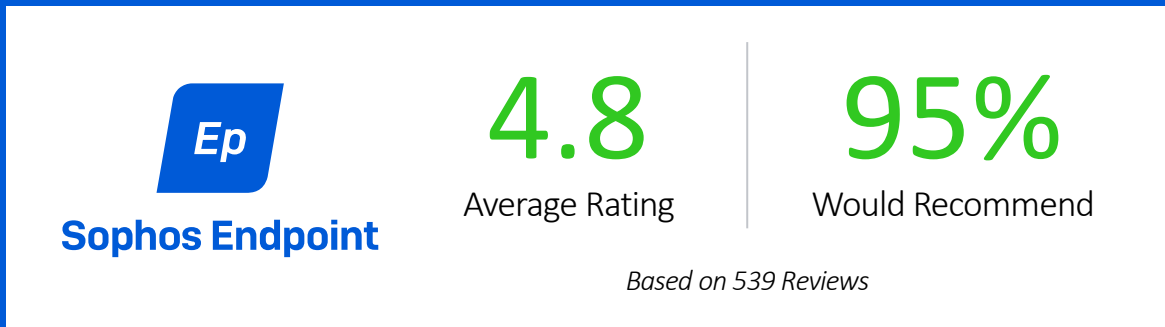
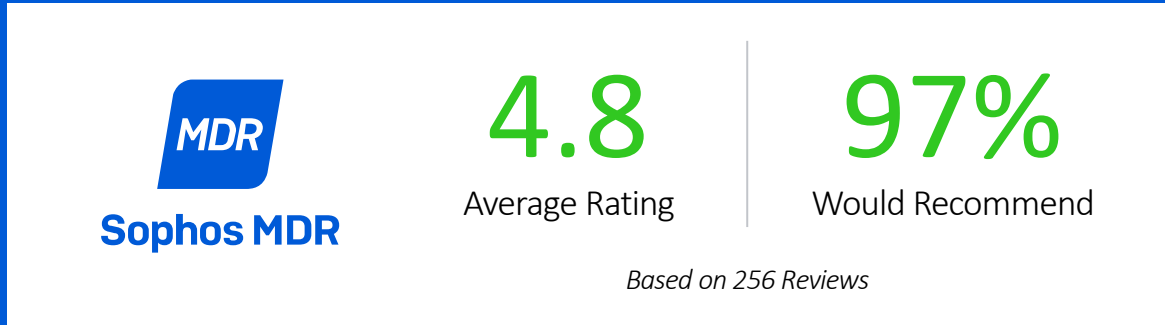
Underwritten by Sophos, demonstrating our confidence in our protection

Adaptive Cybersecurity Ecosystem



Gartner Peer Insights™

The **highest rated** and **most reviewed** solutions across MDR, Endpoint, and Firewall

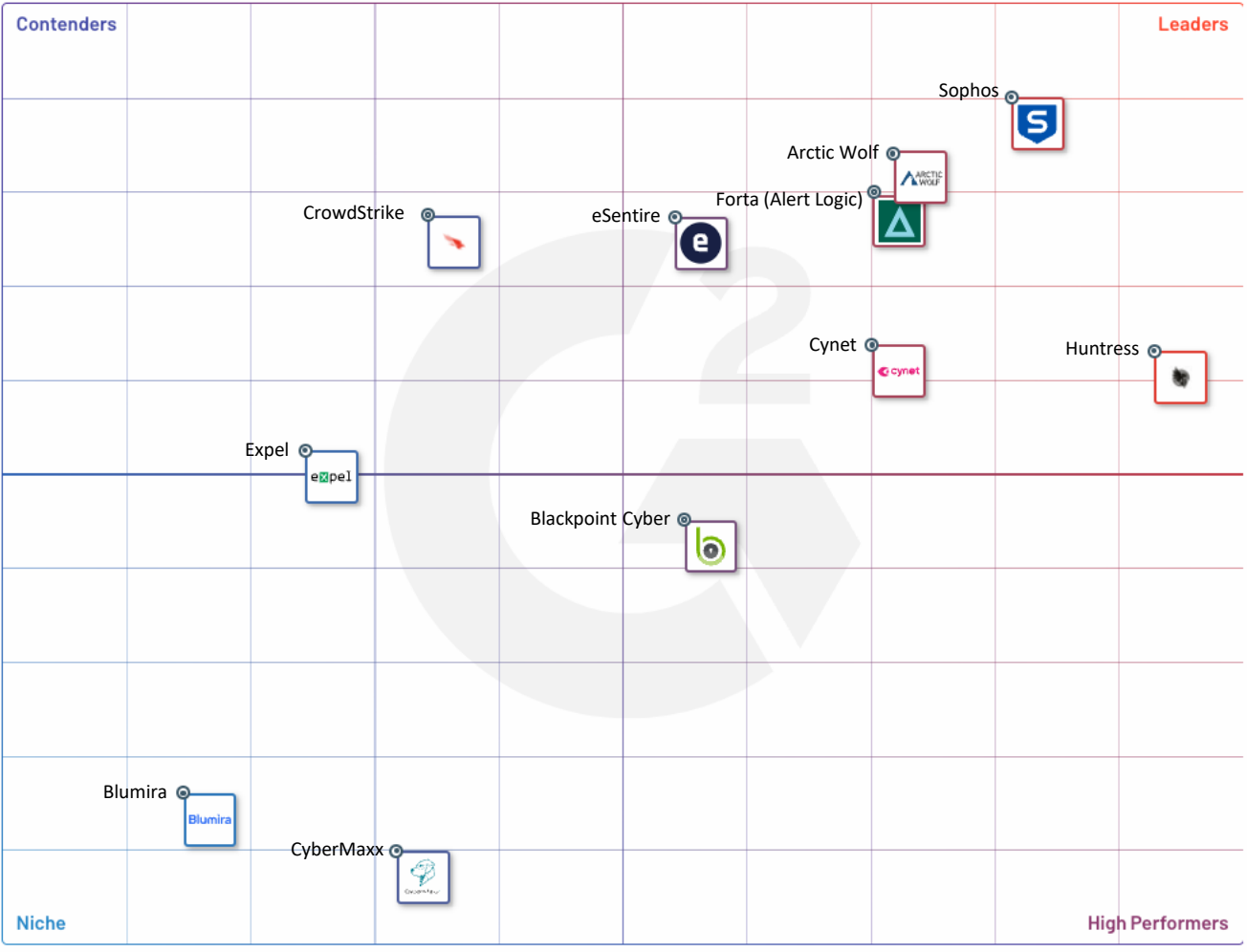


Reviews from last 12 months as of August 1, 2022

*Vendors with fewer than 50 customer reviews

Gartner Peer Insights content consists of the opinions of individual end users based on their own experiences with the vendors listed on the platform, should not be construed as statements of fact, nor do they represent the views of Gartner or its affiliates. Gartner does not endorse any vendor, product or service depicted in this content nor makes any warranties, expressed or implied, with respect to this content, about its accuracy or completeness, including any warranties of merchantability or fitness for a particular purpose.

G2: A Leader in MDR Service Ratings



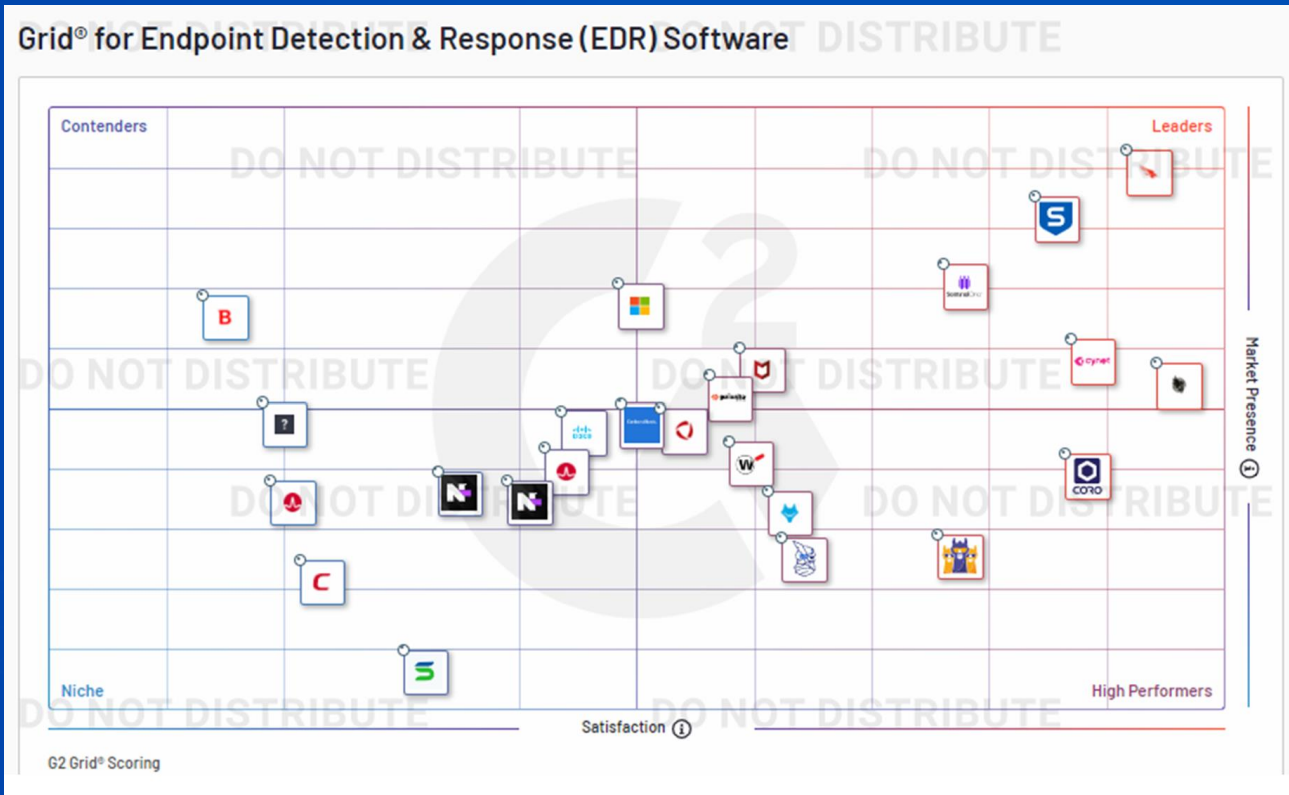
Sophos MDR is a **Leader** in the Overall, Mid-Market, and Enterprise segments



Rated the **Top Vendor** in the 2022 G2 Grid® for MDR Services serving the midmarket

2022 G2 Grid® for Managed Detection and Response (MDR) - Overall

G2: A Leader in EDR Software Ratings



Sophos XDR is a **Leader** in the Overall, Mid-Market, and Enterprise segments

Rated the **Top Vendor** in the 2022 G2 Grid® for EDR Software

2022 G2 Grid® for Managed Detection and Response (MDR) - Overall

SOPHOS
Cybersecurity delivered.