# EDR + MDR Bundles



**GTM Enablement** 

#### Managed Services Bundles

#### **Endpoint Protection**

Designed with the fundamentals for security on endpoints

- **EDR Complete**
- Rollback & Reporting
- Advanced Threat hunting
- Managed Endpoints (Vigilance)
  24/7/365 event monitoring, triage & prioritization
- Data sources Endpoint

200 minimum

All deals require LTC

\$/€4.50<sup>/device</sup>

Reg. \$/€6.50 /device

(30% saving)

#### Recommended

#### **Total Protection**

Managed Detection with best of breed security on endpoint, cloud, network devices and more

- EDR Control + Rollback
- Rollback & Reporting
- Advanced Managed Detection & Response

24x7x365

Security Analysts + full SIEM access

Compliance reporting

Ransomware Prevention & Data Exfiltration

90 Data Retention

Data sources

**Endpoint** 

Cloud

Network

System Logs

User

All deals require LTC

\$/€10.00<sup>/device</sup>

Reg. \$/€14.50/device

(30% saving)

LTC Requirement

This deal is strictly for customers that are NEW to EDR



## Value Prop: Why do MSPs Need Both?

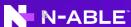
- Having a layered approach to security is still important
- Protecting the Endpoint prevents threats, allowing the SOC team to be more efficient
- The endpoint telemetry is needed by the MDR team
- S1 technology is needed by the team after any incident occurs
- Remediation & Rollback on S1 is still a key component of right and left of breach





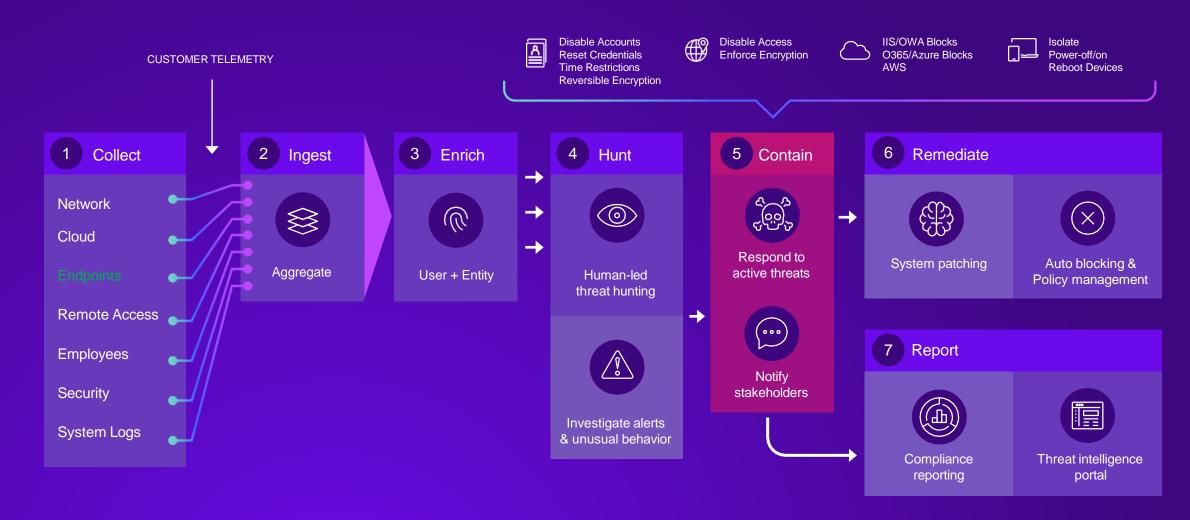
## **EDR** is an Important Layered Approach







### **EDR Telemetry Provides Value**





### **Objection Handling**

I have Antivirus on my client's machines, why would I need EDR + MDR?

AV telemetry will not provide the engine and security analysts with what they need.

Why do I need an EDR product and a MDR service?

Comprehensive visibility is important. EDR will provide the security team with detail visibility into the endpoints activities, help them under the nature of an attack, trace their origins and take action.

How can I justify the cost of both EDR and MDR?

This is not a cost discussion, it's a risk discussion.

Who will be remediating issues? Will my team have to be involved?

It will depend on the issue. Adlumin SOC will remediate if they can.

Contractual questions?

There are minimums of 200 for Vigilance and all contracts must be on LTC.



## THANK YOU

