

GOLDEN QUESTIONS



Is there a particular reason for evaluating a managed SIEM now? Is it peace of mind, client requirement, compliance or something else?



Can you tell me a bit about what the critical risks are for the business should you suffer a breach?



Are you evaluating any other SIEM products? If so, do they provide you with analyst cover and/or customisation for your environment?



What infrastructure are you looking to monitor? On-premises, public cloud, or containers?



USPs



Combining SIEM with a dedicated 24/7 SOC team of analysts gives actionable alerts that are meaningful for your environment -no complex tuning needed on set up



Simple per-node pricing model with no up-front fees means customers can deploy and scale up without hefty CapEx investment



Easy-to-use portal allows management of S.W.A.T. Defence® protection, user admin and custom reporting



SaaS delivery offers rapid on-boarding and ensures instant protection against latest threats

S.W.A.T. DEFENCE®

S.W.A.T. Defence® Is Bulletproof's outsourced managed SIEM service, combining a world-leading suite of SIEM tools with 24/7 protection from our team of dedicated security analysts.



BUYER PERSONA

The typical buyer is the Head of IT in a growing SME. They need to demonstrate to their clients and stakeholders that they are taking proactive measures in cyber security and compliance.

They also may need to implement standard-specific security practices to demonstrate compliance, but do not have a large in-house security team.



CROSS/UP SELLS

Our simple pricing model makes it easy to scale up monitoring as your customer requires.

If compliance is a driver for purchasing S.W.A.T. Defence®, Bulletproof also offer a full range of compliance and advisory services including ISO 27001, GDPR, Cyber Essentials, Outsourced DPO and employee training. Ask your Partner Account Manager for details.

★ ★ BENEFITS ★ ★



S.W.A.T. Defence® gives affordable protection:

- Retainer-based service with no upfront fees
- Skilled security analysts support your customers 24/7, 356 days a year
- No hardware or additional support contracts to manage



Comprehensive security, run by experts:

- Proactive threat hunting and daily security audits reassure customers that they are always protected
- Tailored runbooks on all service tiers mean customers are alerted only to the issues that really matter, cutting through the noise



Smarter with SaaS

- Continuously updated against the latest threats with the latest intel from Bulletproof's SpecialOps® research and intelligence division
- Native integration with public cloud, container and serverless deployment as well as traditional on-premises infrastructure



Compliance Support

S.W.A.T. Defence® can implement standard-specific controls and produce custom reports to demonstrate compliance for standards including GDPR, PCI-DSS, ISO 27001 and more



OBJECTION HANDLING



“My company is too small to need a managed SIEM”

Companies of all sizes are vulnerable to cyber attack - in 2020, 62% of smaller organisations admitted to identifying a cyber security breach. What's more, the skills shortage in cyber security means that smaller businesses are unlikely to have the internal resources to staff and manage a SIEM effectively. The S.W.A.T. Defence® team act as an extension of a customer's IT team removing the cost of internal hires.

“A SIEM solution will be too expensive”

There is no hardware to manage, no ongoing support contract and no up-front fee. This makes S.W.A.T. Defence® an affordable way to stay protected with no CAPEX outlay.

Customers should consider the cost of reputational and customer loss or even regulatory fines should a data breach occur when evaluating

“I'm not sure Bulletproof S.W.A.T. Defence® is suitable for my larger customers”

With no hardware or licensing limitations and simple pricing, S.W.A.T. Defence® can scale to handle infrastructure as companies grow. Bulletproof also continuously upgrade the underlying cloud-based infrastructure to ensure cutting-edge performance. S.W.A.T. Defence® ingests thousands of logs per second and searches millions of logs in milliseconds from virtually any source making it a good fit for larger, more complex customers as well as SMEs.

“We already have a SIEM tool in place”

Pre-built SIEM software or hardware appliances need to be configured correctly to avoid false positives and make them useful. If a business does not have its own security team, any existing product may not be up to date, or they may struggle to deal with alert volumes and set priorities. By combining a world-class SIEM with Bulletproof's expert analysts, S.W.A.T. Defence® allows customers to get immediate value without the pain of set up and monitoring.

“We already have vulnerability scans running”

Vulnerability scans are valuable tools to identify find security flaws. Unlike a managed SIEM solution, they show a 'point-in-time' picture rather than providing constant protection. They are also not proactive, as they do not have security analysts looking for new and unknown threats - they are only as good as the vulnerability database they use to identify threats.

For a detailed product brochure, visit <https://www.bulletproof.co.uk>

S.W.A.T. DEFENCE® FOR PARTNERS

Becoming a S.W.A.T Defence® reseller means you can provide your customers with a trusted SIEM and 24/7 Security Operations Centre (SOC) and generate recurring revenue.

We support our partners at every step:

- Defining the infrastructure to be reported on and pricing using our simple per-node model
- Assisting with customer-facing demos
- Kick-off meetings including you, Bulletproof and your customer
- Defined roles and responsibilities and ongoing account support

To add S.W.A.T. Defence® to your cyber security portfolio, or for any account queries contact:

Bulletproof Channel Partner Team

phone: 01438 500 509

email: partners@bulletproof.co.uk