aws marketplace

ONE-MINUTE WEBINAR

Scale up integrated store effectively to modernize threats with SaaS-delivered security

Key Topics

1. Evolution of MSS to MDR and XDR: What, How, and Why?
2. Cloud Security Best Practices: What You Need to Know
3. Deploying an MDR in the Cloud: How and When the SOC Wins
4. Next Steps to Action: RunBuggy Securely Delivers Vehicle Transport
5. Why MDR/MSS Solutions in AWS Marketplace?

#1

Evolution of MSS to MDR and XDR: What, How, and Why?

To effectively respond to modern threats, organizations have had to shift from a traditional, siloed approach to a new breed of SaaS solutions: MDR and XDR.

An MDR solution leverages the signal to noise ratio, threat intelligence, security gaps, and security talent gaps. Meanwhile, XDR, or extended detection, is the first effort to fully provide sufficient detail to contextualize the entire kill chain.

Each solution leverages a variety of multiple sources, including cloud workloads, email, endpoints, servers, SIEM, and applications, enabling MDR/XDR providers to contextualize alerts the same way their customers do.

EDR
Endpoint detection and response (EDR) is a solution which records and stores endpoint-system-level behaviors.

MDR
Managed detection and response (MDR) is a service that delivers a combination of technology and human expertise to perform threat hunting, monitoring, and response.

XDR
Extended detection and response (XDR) is a unified security incident detection and response platform that automatically collects and correlates data from multiple security layers across email, endpoint, server, cloud workload, and network.

#2

Cloud Security Best Practices: What You Need to Know

Outsourcing an MDR = Find a Platform Partner
While oftentimes here and there companies can develop a data point, implementation by a platform provider is still paid cloud + MDR + threat hunting + IR.

Ask the Right Questions and You'll Find the Right MDR
Understanding what infrastructure assets you have in place enables buyers to vet any cloud-based, third-party management, high- or low-priority asset hosts, pricing, and SLAs. Ultimately, the right MDR will help you go through source(s), suitability, and the ability to integrate with existing technologies.

Moving to the Cloud Deserves Your Attention
Moving to the cloud is a big decision, and it's best to approach it slowly if done correctly. When an MDR is layered up the right MDR partners, things can and will go smoothly.

#3

Deploying an MDR in the Cloud: How and When the SOC Wins

The long-term success or failure of your organization's cloud security posture is dependent on choosing the right cloud partner, an experienced MDR solution, and a SOC that can leverage the cloud's unique deployment visibility & expanded data scope to hunt.

Approach it as More than an EDR:
Many companies have a tendency to treat MDR solutions like EDR solutions. Don't make this mistake. Leverage the MDR's expertise to help you with your cloud security posture. Remember, it's the cyber SOC+Cloud (CSC).

Don't Forget the CSC (Cyber SOC Chain):
Ensure your MDR provider has the ability to integrate with your cloud platform and other security tools. Here's a list of the most common integrations:

Figure 1: Various Cloud Security Tools

Remember the Whole is Greater Than the Sum of Its Parts:
Don't forget to leverage the MDR's expertise to help you with your cloud security posture. Remember, it's the cyber SOC+Cloud (CSC). Leverage the MDR's expertise to help you with your cloud security posture. Remember, it's the cyber SOC+Cloud (CSC).

Cybercriminals have evolved—has your security?

Complex IT environments, technology consolidation, and the ever-changing threat landscape, the digital revolution, remote workforces, and cybercriminals have evolved—has your security? Organizations are struggling to keep pace. The new breed of holistic solutions, MDR and XDR, answer the burden of managing complex environments, detecting threats, and the human expertise organizations can leverage to effectively respond.

#4

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See it in Action: RunBuggy Securely Delivers Vehicle Transport

Challenge:
RunBuggy needed an enterprise-level security and monitor visibility in the company's environment and critical assets—and achieve this with a low IT overhead. Limited cloud security expertise and the ability to scale security with high demand were also challenges.

Solution:
Alert Logic MDR platform seamlessly integrated with RunBuggy's AWS ecosystem, providing 24/7 threat monitoring, vulnerability management, endpoint protection, and automated reporting.

Result:
RunBuggy achieved 24/7 security management without having to double the existing security team. It has faster incident detection and response and improved compliance with PCI DSS and SOC 2 standards. Alert Logic's scalable, cloud-native platform has performance for its customers.

"With automated alerting, potential problems affecting you evaluated on the fly, and Alert Logic's 24/7 support, we have to double our staff to do the same kind of alerting Alert Logic does for us."

Chris Hall, Co-Founder and Chief Technology Officer, RunBuggy

#5

Why MDR/MSS Solutions in AWS Marketplace?

AWS Marketplace is a curated marketplace that enables buyers to select, procure, and deploy third-party software and services in AWS environments. Buyers can leverage their existing AWS commitments, streamline procurement processes, and receive consolidated billing for all their software and AWS usage.

Buyers' top reasons to purchase through a marketplace

Source: 2020 Buyer Survey, n = 1,000 AWS customers

Cloud marketplaces will become a central part of the sales and fulfillment infrastructure for software and services. Gartner predicts that public and private marketplaces will grow from spending in excess of $3000—making marketplaces a true driving at the CPM deal, alongside direct and channel sales.

Next Steps

Watch the Webinar
Now to learn more about how to leverage threats with SaaS-delivered security

Now On Demand

Read the Whitepaper
Cloud Security Best Practices by Nation Thayer, Director of Security Solutions at Alert Logic and Neptune

Download Now

Talk to an AWS Expert
Get a free consultation with a solution architect who can help you find the right products and solve your business challenges.

Get Connected

Discover MSSP Competency Partners
Work with an AWS Competency Partner with a MSSP competency to streamline your security operations and reduce your risk.

Meet a partner