



## INTRODUCTION

The Maestro SOC powered by Gradient Cyber will afford Maestro customers 24/7 monitoring and active response of cyber threats in their environment. All too often there is no one dedicated to security – and if there is, they can't work 24/7. This is when breaches occur, it's not that the security tools fail, it's that alerts aren't addressed, or are overlooked. Now Maestro customers can have peace of mind knowing they have someone watching their backs.

## ABOUT GRADIENT CYBER

Gradient Cyber was co-founded in 2017 with a group of cyber professionals experienced in U.S. DOD cybersecurity projects. The premise was to bring affordable cyber technologies and services to 'Main Street USA' – small businesses and mid-market enterprises. The goal was to eliminate the noise of too much security and log data for IT personnel to keep up with, and provide cybersecurity clarity. That goal continues today.

## TOP MARKETS

Banking & Finance  
Healthcare  
Education  
Manufacturing  
Legal / Law Firms  
State & Local Gov't

## CUSTOMER BENEFITS

- Trusted security expertise for a reasonable, financially feasible price
- Security confidence and peace of mind so you can sleep at night and not worry about security 24/7
- Visibility into what's happening in your IT environment
- Advanced threat detection across your entire IT environment
- Dramatically cut the time to investigate and respond to identified threats
- Greater value from existing security tools

## WHY GRADIENT CYBER?

- Small and midsize market focus
- 24/7 cybersecurity expertise
- Cloud-native SecOps Delivery Platform
- On-going security health monitoring
- Our reputation and customer referrals

## CONTACTS

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## GRADIENT CYBER'S SECURITY SERVICES

Introducing Gradient Cyber's suite of Security Operations as a Service (SOCaaS) offerings. For a fraction of the cost of hiring one cyber analyst, our Vector Security Team can be on the job 24/7 working to improve your security. We'll tell you what you need to know and exactly what needs to be done.

### Extended Detection and Response (XDR)

Advanced threat detection and response across all IT infrastructure 'swim lanes':

- Internet
- Network
- Endpoints
- User behavior
- Cloud
- SaaS Apps

### CISO Advisory Services

Full-time, fractional, or interim CISO services to fit any need including:

- Security strategies
- Governance services
- Compliance services

### Managed Risk Services

Continuously assess security postures and harden identified weaknesses:

- Penetration testing
- Application penetration testing
- Vulnerability scanning

### Managed Security Awareness

Keep employees prepared to recognize and avoid social engineering attacks:

- Simulated phishing attacks
- Regular security awareness training



## TYPICAL CUSTOMER PAIN POINTS

- They experienced a recent security breach or incident and are looking to improve their cybersecurity.
- They need assistance in adhering to compliance regulations like CAT, HIPAA, PCI-DSS, CMMC 2.0, NIST, etc.
- They need assistance adhering to a new customer security requirement.
- They have too much security and log data for IT personnel to keep up with.
- They lack the IT/security staff to adequately address their cybersecurity challenge.
- They have a new management or board of directors (BoD) cybersecurity initiative requiring 24/7 security monitoring.
- They need better visibility into what's happening in their IT environment.
- They need to improve their security reporting to their BoD.
- Are you considering buying a SIEM or looking to replace your SIEM?

## PROSPECT QUALIFICATION

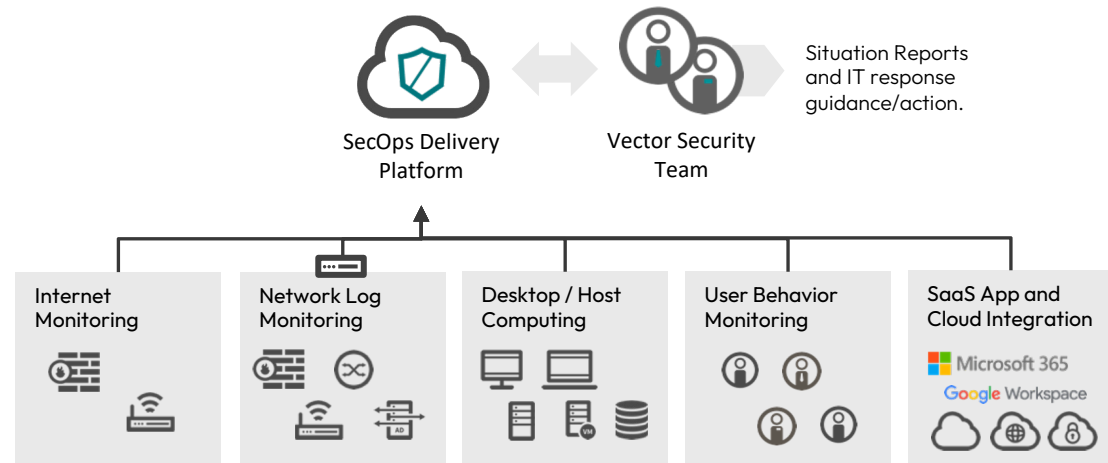
- Target customer profile – is the prospect 50 – 5,000 employees?
- Authority – is the decision maker identified?
- Needs – does the prospect express interest and a clear understanding of their need?
- Timeline – is the prospect planning to make a decision in the next 6 months or less?

## OUR XDR SERVICE

Our proprietary XDR platform backed by our Vector Security Team enables:

- 24/7 threat detection across all your IT infrastructure 'swim lanes'.
- Diagnostics to monitor and strengthen your security posture even when there are no threat alerts.

### XDR - Enabling 24/7 Threat Detection and Attack Surface Hardening



Across all IT Infrastructure 'Swim Lanes'

## OVERCOMING OBJECTIONS

**Q: We're too small for hackers to attack. And we can't afford cybersecurity.**

A: The majority of cyber-attacks happen to small and mid-sized businesses. And for a fraction of the cost of hiring one cyber analyst you can hire our full-time, 24/7 security team!

**Q: We don't need a SOC (security operations).**

A: True, you may not need all the SOC services, but you should consider either conducting an in-depth risk assessment of your IT infrastructure or investing in 24/7 XDR security monitoring.

**Q: We have a firewall and endpoint protection.**

A: That's fantastic, but who is watching and following up on the logs and alerts that your firewall and endpoint protection suite produce? That's where we can help.

**Q: We already have Managed EDR.**

A: That's great, but our XDR service monitors more than your endpoints - we monitor the network, endpoints, cloud, and SaaS apps.

**Q: We're looking at Arctic Wolf / or other.**

A: That's good to hear. But we see companies coming to us from Arctic Wolf because they never speak to anyone from Arctic Wolf. They have around 80 customers per cyber analyst where we maintain a 10:1 ratio.