IT NATION

SECURE

hosted by CONNECTWISE

Agenda

1 **What is SaaS Security Essentials?**

2 **Benefits of SaaS Security Essentials**

3 **FAQ**

4 **Discussion: Feedback**

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SaaS Security: Essentials

Problem	ConnectWise Solution
• Few security products provide low cost, "essentials only" monitoring solutions	• Features "self-service" SaaS security monitoring
• Most solutions are "full SIEM"—hard to configure, expensive, and require SOC management	• Leverages expertise of security professionals
• Need "essential" SaaS monitoring to ensure critical incidents are investigated and mitigated	• Offers advanced threat detection and pre-curated alerting rules from the CRU
	• Reduces staffing or infrastructure investments
	• Includes mitigation and investigation recommendations via knowledge base

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Security / SaaS Security

SaaS Security ⑦

Total Applications Configured: 45

- Microsoft 365 - 15
- Duo - 10
- Okta - 10
- Google - 10

Open Alerts

175 Critical

56 Medium

34 Info

Company Name	Critical	Medium	Info	Applications configured	Status	Active Rules
Arti ATX (1 New)	66	78	17	Microsoft Office 365, Duo, Okta	● Site Activated	2
Foxprompt	34	45	87	Microsoft Office 365, Duo, Okta, Google	● Site Activated	2
Dynamic	63	34	12	Microsoft Office 365, Duo, Okta, Google	● Site Activated	2
ZenSec	23	54	97	Duo, Okta, Google	● Site Activated	2
Webinfo	86	97	64	Microsoft Office 365, Okta, Google	● Site Activated	2
CAS Sec	98	86	57	Okta, Google	● Site Activated	2
Webinfo	86	97	64	Microsoft Office 365, Duo	● Site Activated	2
Webinfo	86	97	64	Microsoft 365, Duo, Okta, Google	● Site Activated	2

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SaaS Security: Essentials Features

Microsoft 365 and Google Workspace Alert Integrations	Enables customers to receive real-time alerts related to their cloud accounts
Curated Alerts	Provides higher levels of security and accuracy with alerts curated by CRU and Global SecOps teams
Near Real-Time Alerting	Ensures customers are informed of security issues as soon as they occur
Alert Opt-In and Opt-Out	Offers greater flexibility and control over preferences without SOC support
Partner-controlled Alert and Integration Configuration	Allows customers to activate their own integrations without support
Security Team Curated Knowledge Base	Offers simplified steps for alert review, investigation, and remediation no matter the users' security expertise

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Why Cloud Security Monitoring?

Current State of the Cloud Security Market	• Cloud security markets grow as more data and apps move to the cloud • Despite scalability and cost benefits, security risks must be considered
Growing Demand for Cloud Security Solutions	• Demand grows for cloud-based data and app protection solutions • Global cloud security market forecast to grow from $34.5 billion in 2020 to $68.5 billion by 2025*
Increasing Importance of Real-Time Alerts and Self-Service Integration	• Real-time alerts and self-service integration help easily identify and respond to threats and complexity • Self-service integration helps streamline security operations and reduce IT and security team burdens

*MarketsandMarkets

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Why Choose Essentials?

|	
Ease of use	Designed for average Asio users to navigate and understand—CISOs and advanced degrees not required
Self-service	Easy-to-follow steps for integration, alert opt-in and opt-out, and investigation and mitigation
Alert rules backed by security experts	Advanced, ready-to-use Global SecOps and CRU alerts simplify configuration and address emerging threats
Unified platform access	ConnectWise platform access eliminates additional technology tools, programs, and consoles
Lower cost than full SIEM solutions	Offers security monitoring value without high costs of full SIEM or "SIEM like" products
Respond to essential-level monitoring	No need to wait for SOC analysis – review alerts and respond at-will to threats using University Knowledge Base

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Self-Service Integration Configuration: Saving Time and Reducing Wait Times

SaaS Security offers partners the ability to configure and manage their own security settings and integrations.

- This feature is designed to save time and reduce wait times for customers, by eliminating the need for IT or security team support.

Partner-controlled alert configuration and integration is an essential feature for SaaS Security as it provides our customers with complete control over their own security settings and integrations.

- This allows partners to ensure their security settings suit their specific needs.

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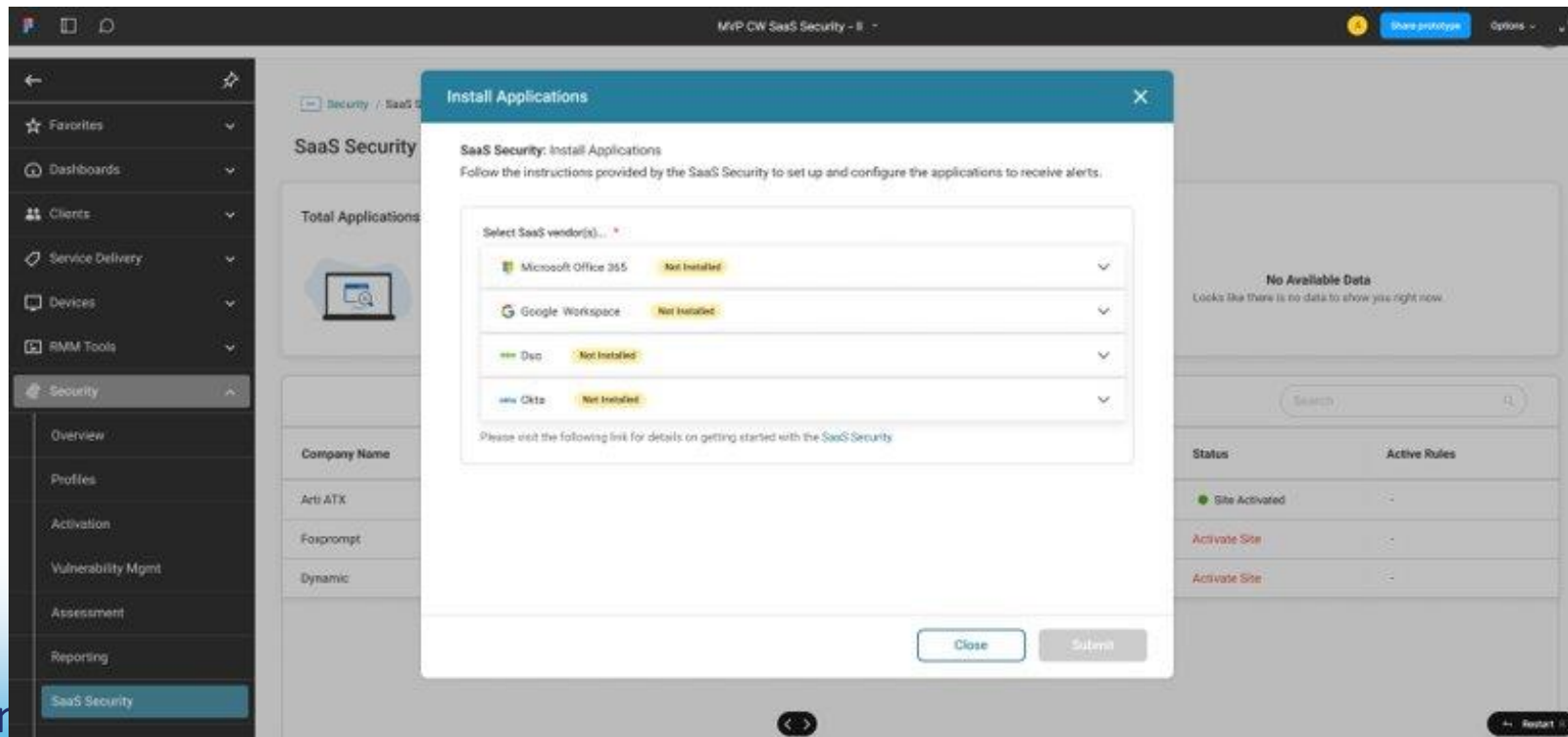
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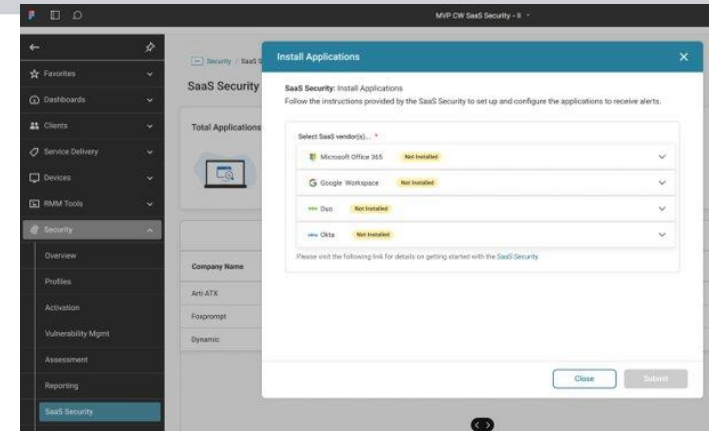
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FAQ

- **How do I know if I should take action?**
    - We have prepared a knowledge base with investigators and mitigation steps to aid you in your investigation.

- **Will more integrations be added?**
    - Yes, we intend to continue to expand on the available integrations over the next several quarters.

- **What are the available integrations?**
    - Microsoft 365
    - Google Workspace

- What if I want a SOC service?
    - ConnectWise Co-Managed SIEM™ would be a great option to pair security monitoring with a full SOC service offering.

- **Which integrations are on the map?**
    - Okta
    - Duo
    - Azure

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FAQ

- **Why do I need this product?**
  - Security monitoring is critical, especially in services not hosted in your local environment, where you have complete control over access to your hardware and network.
- **I'm not a large business, am I really a target?**
  - Due to the idea that small and medium business aren't regularly targeted, we've reached a point among threat actors where they understand that many smaller organizations think they're too small to be a target and have let their guard down. As a result, they have become ever more the target as they're an easier target when not properly secured.
- **Do I need in depth security knowledge to use this product?**
  - Not at all. Alerting for SaaS Security is purely the essential level of alerting. Catching activities in the early stages, which can be a precursor to a potential security incident, can significantly reduce the likelihood of a security incident in your environment.
  - The alerts of this product are geared toward detection of file mishandling which could indicate a larger issue, unusual user activity, and policy issues which ultimately can lead to gaps in your security posture if not addressed right away.

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Don't forget to fill out your

SESSION SURVEY