Secureworks®

Expand Your MSSP Program with Secureworks® Taegis™ VDR

Secureworks Accelerates Your Time to Revenue

Secureworks Global Partner Program for Managed Security Services Providers (MSSPs)

Security teams of all sizes and maturity levels struggle with larger attack surfaces, disparate tools, and insufficient staff and skills. These days, threats move too fast for most organizations. In a recent survey by ESG[1], 76% of cybersecurity professionals have found that threat detection and response is more difficult than it was two years ago. Also, 89% of respondents said they plan to increase funding for threat detection and response activities. Vulnerability management improves threat detection and response by helping you identify and close security gaps threat actors may leverage to compromise your customers.

When you become a Secureworks MSSP Partner, you will have access to many key advantages. Our program is tier-free, and you can start to reap the benefits from the very first day you join. The Secureworks MSSP Partner Program provides financial incentives and channel-ready products aimed at allowing your business to scale fast. Our solutions are designed to provide you with an incremental source of recurring security services revenue and improve your profitability with cross-sell and up-sell opportunities. To speed your time to market, our Partner Program includes free training and enablement, GTM support and attractive financial incentives.

Protect Your Customers and Reduce Business Risk

Secureworks Taegis VDR is a is a SaaS vulnerability management solution that gets you up and running fast, with external scans that can be run with no downloads or configurations. Users simply input an external IP range. For scanning "inside the network", VDR provides an Edge Service, which is a dynamically scaled, small-footprint virtual machine that supports almost every virtualization technology or cloud platform. VDR allows you to provide faster and more informed vulnerability management, with context driven vulnerability prioritization so you can focus on what matters most to your customers. Partnering with the market leading MSSP[2,3,4] helps reduce business risk for you and your customers, while improving your profitability.

MSSP Benefits

- MSSP friendly SaaS solution with a cloud management platform that enables fast deployment and rapid results
- Ability to store historical vulnerability management data whether customers are scanned continuously, monthly, quarterly, etc.
- Single console to manage all your customer environments
- MSSP first licensing model allows for utilization-based billing

[1] ESG Master Survey Results, The Threat Detection and Response Landscape, April 2019
[2] IDC MarketScape: Worldwide Managed Security Services 2020 Vendor Assessment
[3] Gartner Magic Quadrant for Managed Security Services, Worldwide Published:2 May 2019
[4] The Forrester Wave™: Global Managed Security Services Providers, Q3 2020

Vulnerability Management and Prioritization

VDR provides a complete vulnerability management solution that eliminates the need to purchase, maintain, and combine multiple vulnerability management products. Instead, our artificial intelligence engine uses data captured across all steps of the vulnerability management process in a unified, automated, intelligent manner.

Our comprehensive vulnerability management solution includes the following elements:

Machine discovery and scanning

- The discovery and scanning elements of our VDR software improves as our machine learning engine collects and leverages data across the ecosystem.

Web application discovery and security testing

- VDR automates the discovery of web applications, and continuously tracks the critical connection between web apps and machine assets.

Automated prioritization

- Automated, meaningful, intelligent prioritization can confidently identify what you need to fix first, as our artificial intelligence engine consumes data around 40+ factors - internal and external.

Intelligent remediation planning

- Precious remediation resources are not wasted patching lower risk vulnerabilities, ensuring maximum risk reduction is achieved for a given amount of remediation resources committed.

Our Contextual Prioritization differentiator allows you to provide better results for your customers, recommending what to fix first and which vulnerabilities can wait. VDR conducts vulnerability prioritization in context of the environment, with analysis that accounts for more than a dozen internal factors. This, combined with another dozen or more external factors, yields vulnerability management prioritization informed by a comprehensive view of the vulnerability unique to the environment.

About Secureworks

Secureworks® (NASDAQ: SCWX) is a global cybersecurity leader that protects customer progress with Secureworks® Taegis™, a cloud-native security analytics platform built on 20+ years of real-world threat intelligence and research, improving customers' ability to detect advanced threats, streamline and collaborate on investigations, and automate the right actions.

Use of the word "partner," "partnership" or words of similar import does not imply a legal partnership between Secureworks and any other company.

VDR Features

Fully Integrated, Comprehensive Solution

Automated, Configuration-Free Approach

Self-Learning, Machine Learning-Driven Performance

Built-In, Meaningful Contextual Prioritization

For more information, visit **secureworks. com/partners-mssp**

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