CYBER SECURITY
OVERVIEW

989.781.4600 | info@computerpro1.com | www.computerpro1.com

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We spent 4 years developing a true 24/7 Managed Detection and Response capability, packed with features to give you **world class cyber security.**

WINNING THE UNFAIR FIGHT.

ARE YOU?

BLACKPOINT **BOARD & ADVISORS**

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JON MURCHISON
Founder + CEO of Blackpoint Cyber

JOHN STEWART
Former Senior VP and Chief Security and Trust Officer at Cisco

TOM DONOHUE JR.
President of Adelphi Capital

HAMID AKHAVAN
Former CEO of T-Mobile International

BILL PRIESTAP
Former FBI Assistant Director of Counterintelligence

DR. RONALD CLARK
Former DHS and NSC

CHRIS INGLIS
Former Deputy Director of NSA

FRANK FITZSIMMONS
Managing Director, Adelphi Capital

AMB. DANA SHELL SMITH
Former US Ambassador to Qatar

GENERAL HAYDEN
Former Director of NSA + CIA

DR. RAJENDRA SINGH
CEO of Telcom Ventures, LLC

Our Partner's Team was established by **former US Department of Defense and Intelligence cyber security experts.**

WHY **MDR**

Managed Detection + Response (MDR) is the next generation of managed security service with a focus on **real-time threat detection, threat hunting, and <u>active</u> response.**

MDR provides:

A 24/7 Dedicated Team of Experienced MDR Analysts

24/7 Continuous Threat Detection coupled with Rapid Response

Monitoring for Advanced Malicious Tradecraft

Enhancement of existing Security Technologies and Investments

Ability to meet Compliance Objectives

Peace of Mind, letting you Focus on Business Goals

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WHY **MDR**

MDR **significantly reduces** the time to detect and respond to emerging cyber threats; quick detection and rapid response are critical to **minimize damages** to your organization.

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$200,000
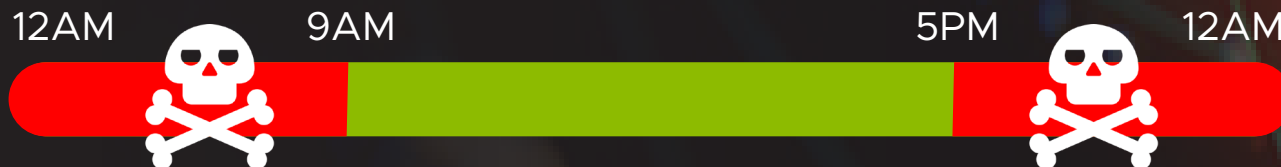Avg. cost of a data breach for companies of all sizes

193 DAYS
Mean time to identify a data breach

$42,000
Avg. ransomware payment for a small to midsize business (SMB)

39 DAYS
Mean time to contain a data breach

12AM   9AM   5PM   12AM

90%
of breaches occur during **non-working hours**

3 Reasons
Top Performing SMBs
Choose Us

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WE OFFER THE BEST CYBER SECURITY IN THE INDUSTRY

WE HANDLE EVERY ASPECT OF DETECTION AND RESPONSE

WE BOOST PROFITABILITY AND VALUE EXPONENTIALLY

SUCCESS **STORIES**

MUNICIPALITY

"We deployed Blackpoint into a city network and quickly found that the network had already been infiltrated. Blackpoint's team proceeded to **stop multiple waves of attack and saved the city from a complete loss of IT services** (including police dispatch, 911 services, etc) and a multimillion dollar ransom."
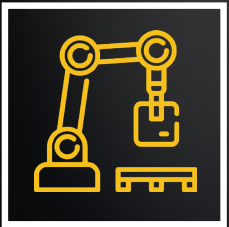
GLOBAL MANUFACTURER

"After experiencing a devastating and costly ransomware attack, we signed up for Blackpoint's MDR service. The criminals came back a second time by logging in directly with stolen credentials over the VPN. Blackpoint's threat operations center **immediately detected and stopped the breach, saving our business from another mass ransomware attack."**

GLOBAL CONSTRUCTION FIRM

"Blackpoint deployed its MDR technology to our 4,000 endpoints in one day. During the rollout, the MDR service immediately detected two major intrusions: one by a nation state actor and one by a criminal group preparing to ransomware the company. Blackpoint's MDR service showed immediate return on investment, saving our business from a devastating ransomware attack as well as a nation-state attempt to steal our highly-sensitive intellectual property."

MANAGED SERVICE PROVIDER

"Prior to Blackpoint, we felt we were quite security conscious and had invested in the latest next generation anti-virus/EDR. After seeing Blackpoint's technology and remote-level domain expertise in malicious tradecraft, we realized we were totally unprotected from many of the live-off-the-land hacking techniques that blend in with similar MSP and admin account activity. Two weeks after rolling out, Blackpoint **stopped and contained a breach that had gotten past our boundary defenses, next-gen AV/EDR, DNS protection, and more.** Without Blackpoint, it's very likely we would have faced an MSP-wide ransom event."

THE **TECHNOLOGY**

Designed by Former NSA Cyber Operations Experts to catch and stop hackers in the **earliest stages of a breach**

The only **world-class, nation state-grade** cyber security ecosystem serving the MSP community

Proudly built and operated **in the U.S.**

NOT JUST ALERTS.

— **True Response** is Taken to Stop Breaches in their Tracks

— **Real-time Monitoring** of Privileged User Activity

— **Monitoring More** than just Anti-virus/EDR Alerts

— **Sleep Better at Night** Knowing You and Your Clients are Protected 24/7

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⚠ **Share Mount Success Alert (CRITICAL)**

LAB\fmiller on 172.26.116.20 mounted a network share 'C$' onto 172.26.113.100 today at 11:43 AM

Attack Source

IP ▶	172.26.116.20
Hostname ▶	WIN8-MONTANA
Domain ▶	lab.blackpointcyber.com
OS ▶	Windows 8.1 Enterprise N
Vlan ▶	FINANCE
Users ▶	LAB\fmiller
	WIN8-MONTANA\snapuser
	Window Manager\DWM-1
	Window Manager\DWM-3

Target

IP ▶	172.26.113.100
Hostname ▶	LABDC1
Domain ▶	lab.blackpointcyber.com
OS ▶	Windows Server 2012 R2 Dat
Vlan ▶	SERVERS
Users ▶	LAB\Administrator
	LAB\snapadmin
	Window Manager\DWM-1
	Widow Manager\DWM-2
	Window Manager\DWM-4

▣ DETAIN BOTH   ⬇ SURVEY BOTH   ⊘ RESOLVE

▣ DETAIN TARGET   ⬇ SURVEY TARGET

▣ DETAIN ATTACK SOU   ⬇ SURVEY ATTACK SOURCE

MONTHLY **REPORTING**

- **See the Value** we Bring
- **Detailed** Metrics
- **Summary** of Service Activity

24/7 MDR REPORT
Prepared for: Your Client
NOVEMBER 2020 — DECEMBER 2020

PROVIDED SECURITY **VALUE**

24/7 cyber security monitoring and response is critical to defend against today's cyber threats. Our 24/7 Managed Detection and Response service provides the following value to your organization.

$42,000
REPORTING PERIOD VALUE

$252,000
PAST 12 MONTHS VALUE

The provided value is based on the approximate costs to setup and run a 24/7 MDR operation over the reporting period for an organization similar to Your Client

| LABOR	+	RENT + UTILITIES	+	HOSTING + EQUIPMENT	+	MDR TECH
$50,000		$7,000		$1,000		$XXX

Note: all amounts in USD

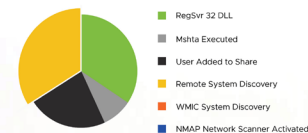November 2020 — December 2020

Prepared for: Your Client

SECURITY ANALYSIS: **THREAT TECHNIQUES**

During the report period, we evaluated **19 suspicious events** detected by **7 specific rules** covering **11 unique threat techniques.**
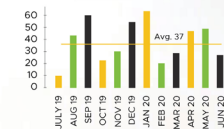
Events by Top 10 Techniques

- Modify Registry
- PowerShell
- Scheduled Task Creation
- Remote System Discovery
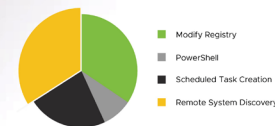
Good security practices and **IT hygiene** significantly reduce your cyber risk

Keep software and devices **updated and patched**

Backup regularly and ensure backups work

Investigate suspicious events **as soon as possible**

Threat detection rules define events and behavior that may indicate malicious activity. Our threat intelligence team updates and adds new rules based on emerging tactics and techniques. These rules are grouped into threat technique categories to help identify patterns. Your MDR service works around-the-clock to detect and notify you of valid threats.

Events by Top 10 Rules

- RegSvr 32 DLL
- Mshta Executed
- User Added to Share
- Remote System Discovery
- WMIC System Discovery
- NMAP Network Scanner Activated

Your Events Past 12 Months

Avg. 37

JULY 19 AUG 19 SEP 19 OCT 19 NOV 19 DEC 19 JAN 20 FEB 20 MAR 20 APR 20 MAY 20 JUN 20

November 2020 — December 2020

Prepared for: Your Client

SECURITY ANALYSIS: **SUMMARY**

REPORTING PERIOD

PAST 12 MONTHS

ANALYZE
All data elements examined by your MDR service
600,000 — 3,200,000

DETECT
Elements detected by MDR threat rulesets
32,000 — 132,000

HUNT
Possible threats hunted down
108 — 640

RESPOND
Actions taken
2 — 24

3	**2**	**1**	**1**	**0**	**1**
Rule Detections	Threat Techniques	Privilege Remote Activity Events	365 Defense Events	Anti-virus Events	MITRE ATT&CK® Framework Events

November 2020 — December 2020

Prepared for: Your Client

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THE **PROCESS**

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KICKOFF MEETING/DEMO

TRIAL CHECK-IN CALL WITH SOC

SET-UP MDR PLAYBOOK

1 **2** **3** **4** **5**

FREE TRIAL

SUBSCRIBE
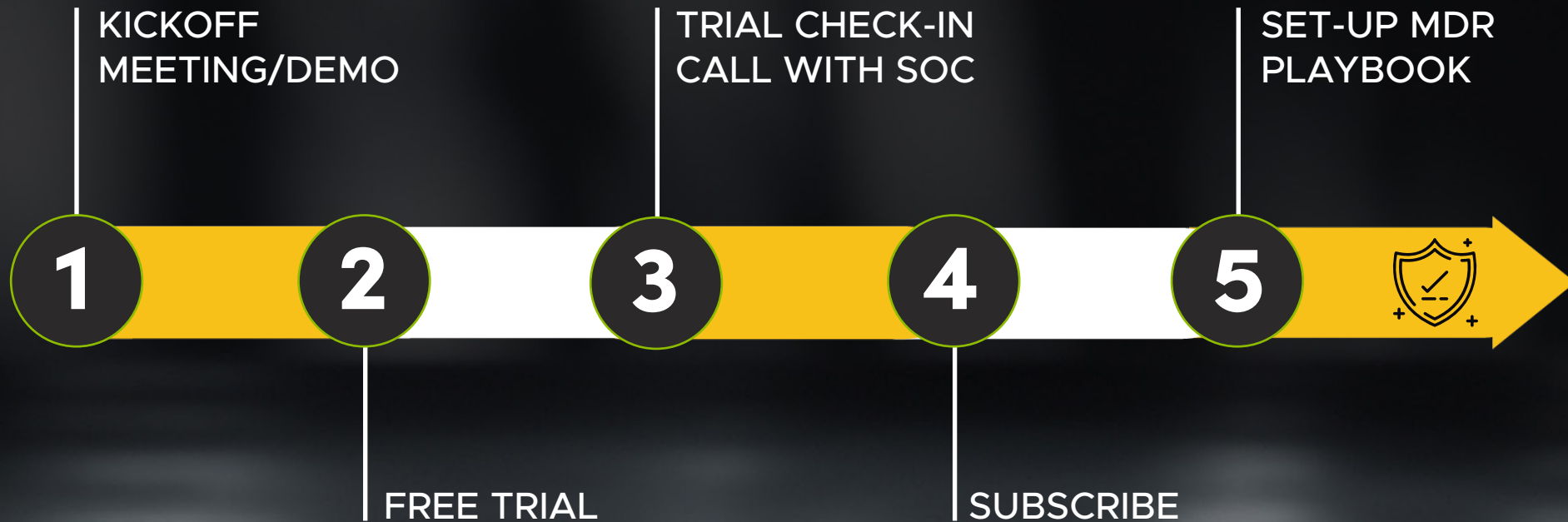
10 DAYS TO WORLD-CLASS SECURITY

ADDITIONAL OFFERINGS

365 DEFENSE

Microsoft 365 Security Add-on for Blackpoint's 24/7 True Managed Detection + Response

Security Monitoring and Policy Enforcement

Alerts Sent Directly to You

Integrated Monthly Reporting

Streamlined Billing
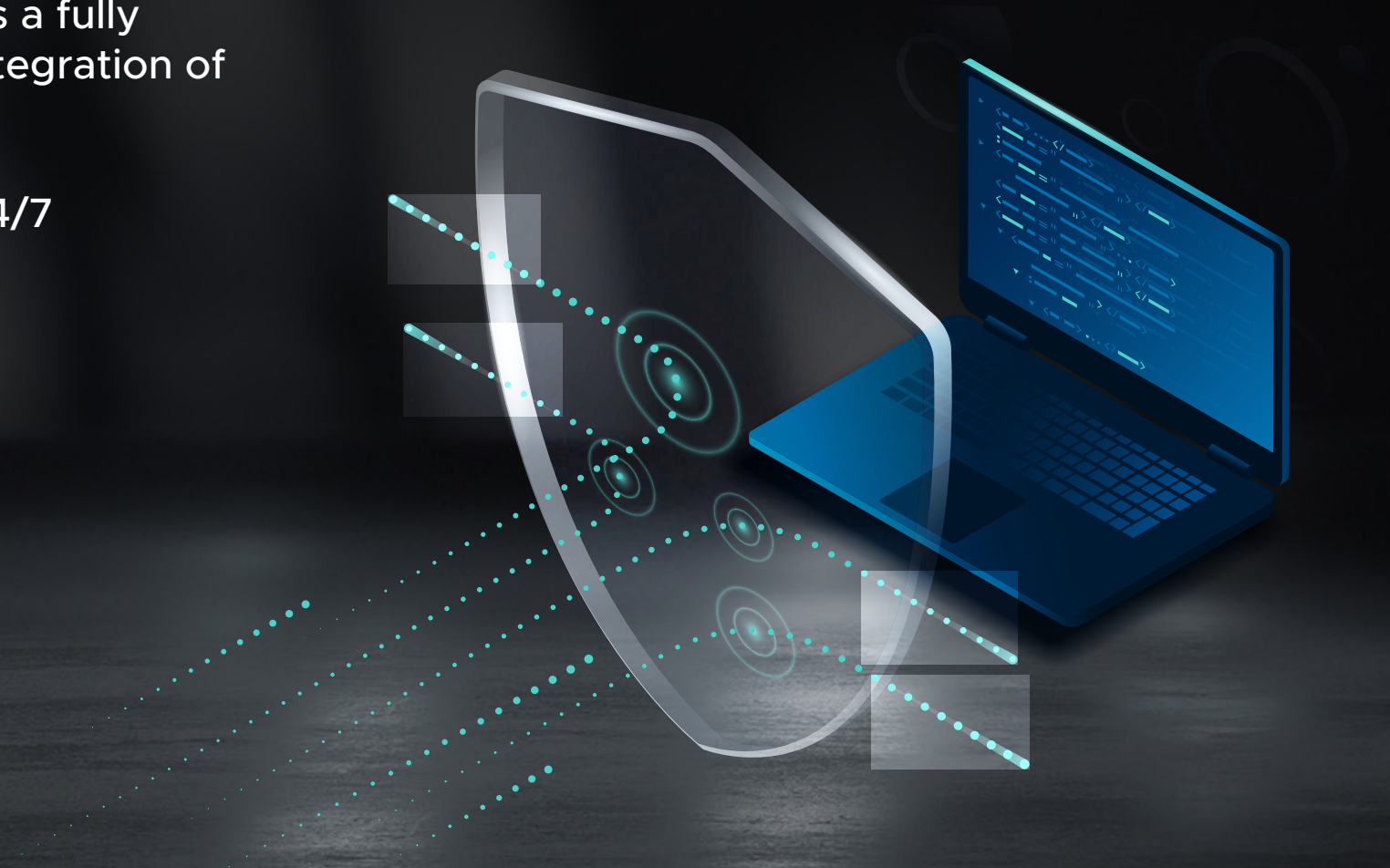
Simple and Quick Onboarding

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INTEGRATED **ANTI-VIRUS**

Our cyber security platform enables a fully orchestrated and complimentary integration of popular anti-virus/EDR solutions.

Converts Anti-virus Solution into 24/7 Monitored Capability

Free Integration and Monitoring of A/V Products

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Customized cyber liability insurance paired with Blackpoint's 24/7 True Managed Detection + Response

—— Includes first and third-party coverage to cover internal costs and external costs (lawsuits against businesses, etc)

—— Provides coverage for liability and costs associated with a cyber security incident, including cyber-crime

—— Policies underwritten by licensed insurance carriers

—— Offered in partnership with NFP, a leading insurance broker

Sign Up for a **FREE Trial** Today.

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