

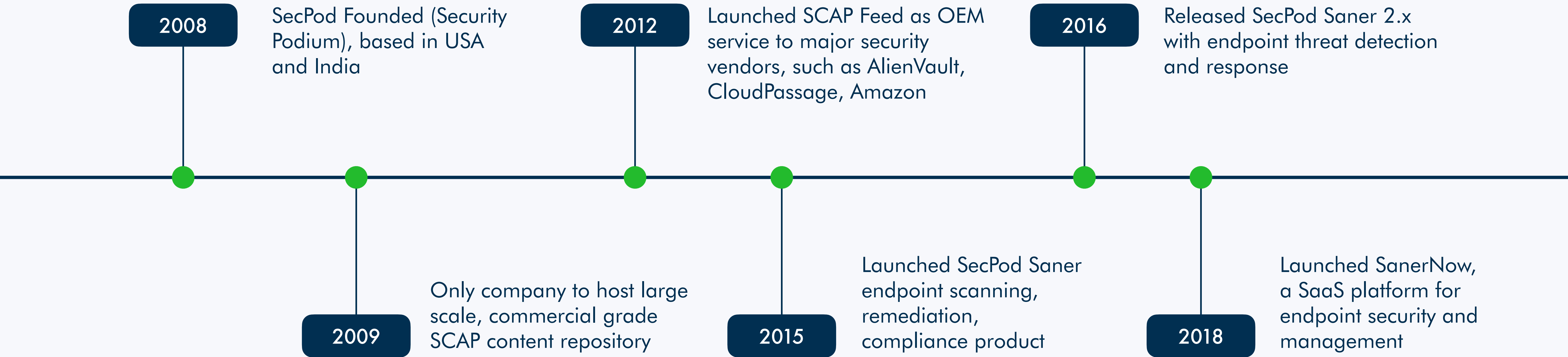
secpod

Partner Engage Program 2020

www.secpod.com



Our Heritage



Where are we **now**



Team

We are a team of technologists and creators with offices in Bangalore and California.



Reach

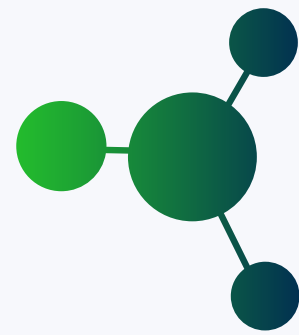
Our majority customer base is in the US, although we have touched many countries from India, UAE, Australia, US, Uganda, Nigeria.



Verticals

We have touched majority vertical from Finance, Healthcare, IT, Manufacturing, Services, Govt (federal and state).

Sneak peek into our future



1 Million Managed Devices

Our primary goal now is to reach and expand our customer base. We want to touch 1M managed endpoints.



More Happy Customers

We want to have more satisfied customers who say our product has helped them secure their environment.



Take Our Technology to Next Level

We want to take our tech beyond endpoints to network devices, cloud/container based infra, IoT devices and use AI/ML & automate security to a larger extent.

Increased **connectivity** poses more security and **vulnerability** challenges.

Most cyber attacks happen at endpoints now.



90% of organisations

allow employees to access data from personal devices, security risks abound.

69% of organisations

have proper security policies implemented but still prone to threats/vulnerabilities.

76% of organisations

had to increase their cybersecurity budgets after a serious breach of information.

Sources: [BitGlass Report](#) | [Crowd Research](#) | [Ernst & Young](#)

68% of business leaders feel their cybersecurity risks are increasing



Continuous Attacks

Attacks continue to threaten organizations and are increasing day by day. Attackers take advantage of open vulnerabilities.



Unaware of Risks

Most organizations are unaware of the risks or potential threats their IT environments and systems are exposed to.



No Risk Mitigation

IT teams are living with the problem even though aware of the risks and potential threats.

Sources: [Accenture](#)

What makes businesses **vulnerable** and easy to **exploit**?



40-60 Newer vulnerability are being discovered each day, high-potential ones



Newer attacks are being launched each day that exploit a weakness in software components, an attack every 14 seconds



90% of the attacks are exploiting vulnerability and mis-configurations



Periodic audit exercises are run monthly, quarterly or bi-annually



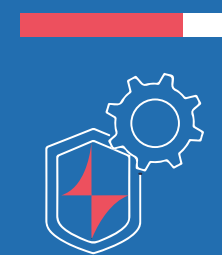
Most companies take 6 months to discover and 1-5 months to mitigate the vulnerability



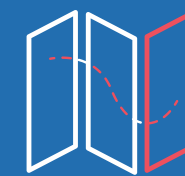
Product complexities, excessive system and network resource usage

Sources: [WeLiveSecurity](#) | [BitGlass Report](#) | [ZDNet](#) | [CyberSecurityVentures](#) | [More Cybersecurity Facts](#)

So many **security** solutions, why are businesses still at **risk**?



Even when tools are deployed, large number of vulnerabilities remain unaddressed



Heterogeneous environment

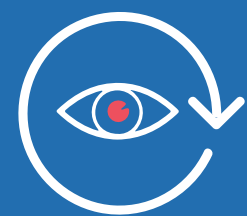


Roaming users and BYOD

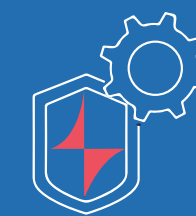


Need for multiple tools and increased complexity

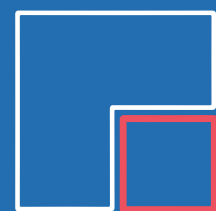
Can you converse with your **endpoints** instantly?



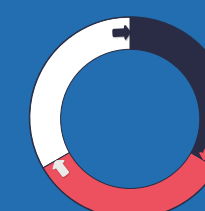
Gain 100%
visibility to every
endpoint activity



Perform continuous
risk assessment



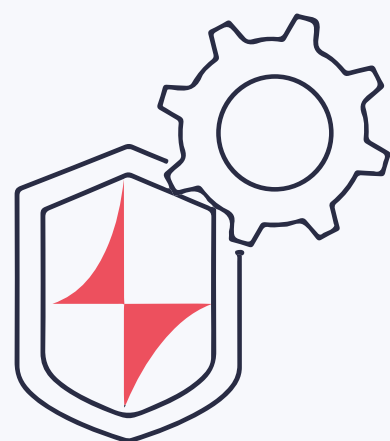
Implement continuous
mitigation, patching
and beyond



Orchestrate and
automate cyber-
hygiene

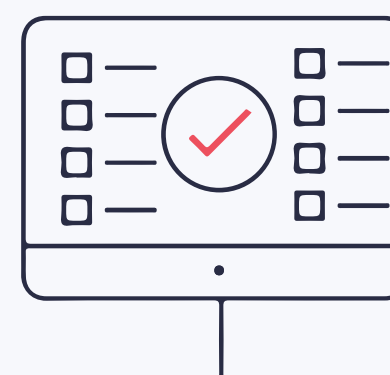
SanerNow – Cyber Hygiene Orchestration and Automation Platform

Unify all security operations from Assessment to Mitigation. Detection to Response.



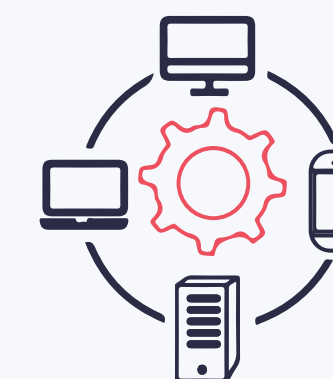
Automate Vulnerability Mitigation

Automate end-to-end vulnerability mitigation and help enterprises eliminate attack surface and prevent attacks.



Achieve Continuous Compliance

Compliance to regulatory standards such as PCI, HIPAA, ISO 27001 etc. and technical controls like NIST and CIS Controls

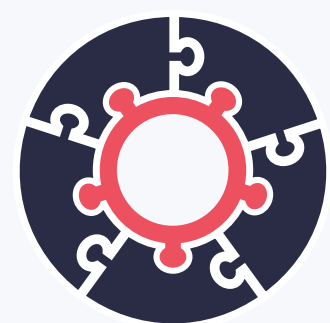


SOC Services

Continuous monitoring, continuous risk assessment, threat detection and incident response services

One platform, numerous tools

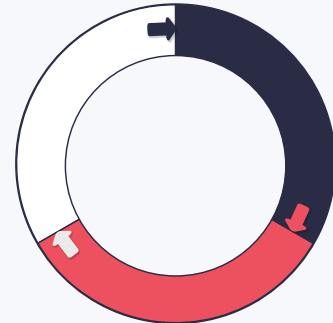
A (SaaS) platform that hosts array of tools for cyber hygiene orchestration and automation to prevent attacks



Single Console, Multi-Module Platform



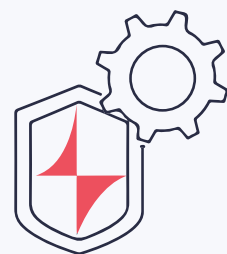
Complexity and Cost Reduction



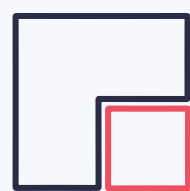
24*7 Security Automation



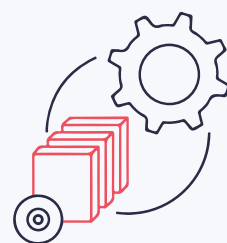
SanerNow Modules & Use Cases



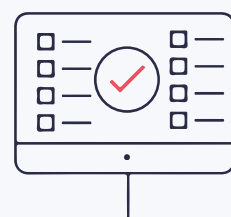
Vulnerability Management



Patch Management



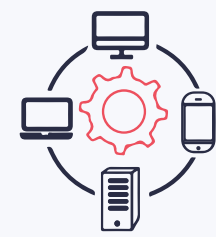
Asset Management



Compliance Management



Threat Detection and Response



Endpoint Management



File Integrity Monitoring

New

Designed to help enterprises

achieve security effectiveness, reduce complexity & operating costs and boost productivity.

SanerNow platform provides the fastest, easiest and most affordable way to assess risks and detect threats in an enterprise. Enterprises can achieve security effectiveness by automating risk assessment and mitigation activities. Reduce the attack surface and prevent attacks.



Continuous Monitoring



Built for Automation



Deploy in Minutes



Heterogeneous Support

Platform Capabilities

- Query, Analyze, Detect, Prevent, Respond, Automate
- Real-time communication with all endpoints
- Large SCAP compliant database of checks and threat mapping
- Multi-tenancy
- Multi-user and role based access control
- Scalable architecture
- Intuitive easy to use and deploy

Purpose-built platform

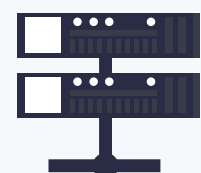
with agents makes it easier to deploy, scale and avoid network and system overload



No open ports and configuration hassles



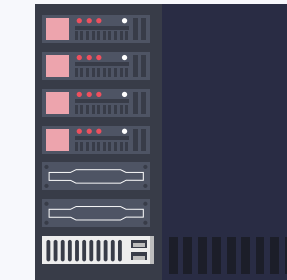
Few minutes to deploy and realize value



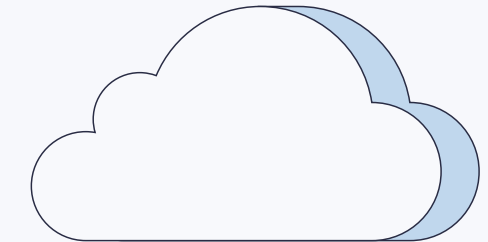
Bare-metal server or VM for on-premise

Ancor Server

Hosted by Secpod or the Client



On-premise



Cloud

Viser Management Console

Web based application to monitor and manage endpoint security



Saner Endpoint Agent

Windows, Linux, Mac Endpoints



Why are customers investing in SanerNow?



Improved security effectiveness, attack prevention and remediation

Platform is easy to deploy, operate and scale

Continuously updated vulnerability and threat intelligence

Reduced complexity and cost

Case Studies

Healthcare IT Organisation in Florida, US



1400 Windows Servers and Mac systems

- Proactively and effectively manage vulnerabilities.
- Automate patching vulnerable applications and operating systems.
- Detect deviations and adhere to HIPAA compliance.

Hospital in Australia



1000 systems, 200 servers

- Continuous visibility to IT assets
- Automate patching for operating system and third-party applications

IT Services company in India



3000 desktops and servers

- Patch automation
- Impact analysis for timely mitigation of critical vulnerabilities

MSP in California



5000 systems

- Regulatory and technical compliance to various industry guidelines

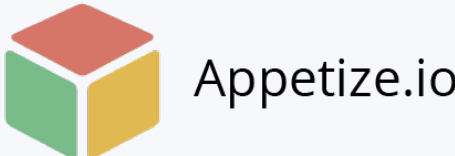
Our customers feel more secure than before

John Riley

Chief Operating Officer



“SecPod’s SanerNow platform helps our customers get and stay compliant with many of today’s standard frameworks. By monitoring for vulnerabilities, compliance misconfigurations and threat indicators, it allows us to focus on our customers’ most critical risks. The included instructions help take the guesswork out of how to keep an organisation secure.”



Our edge over competition



Built to Automate



Security Effectiveness



Cost Effective



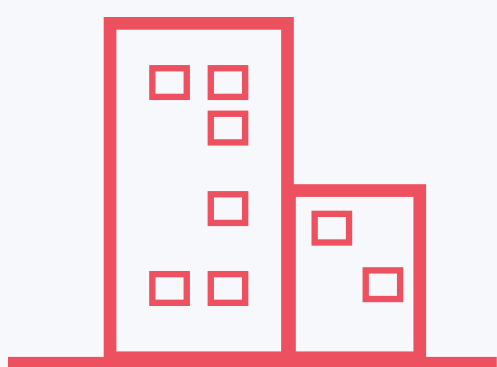
Intuitive, Easy to Deploy & Use



Our target customers (anywhere)



Corporates
(1000 to 10000 devices)

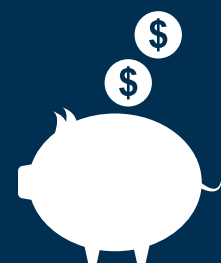


Small Medium Enterprises
(100 - 1000 devices)

Across Domains



IT/ITES



FINANCE



HEALTHCARE



ENERGY

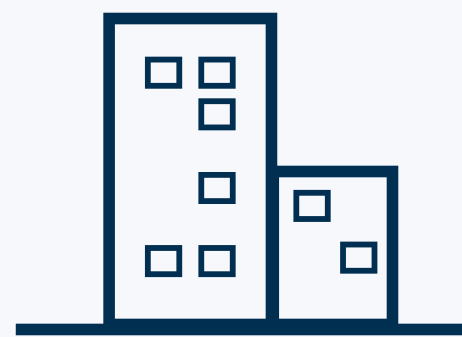


GOVERNMENT



RETAIL

Who can partner with us?



Managed Service
Providers (MSPs)



Resellers



Consultants

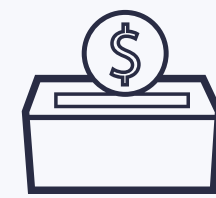


Freelancers

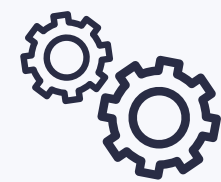
Partner Reward Program



Rebates and
Incentives



Up-sell Easily



Access to
Engineering



Training and Sales
Resources



Pre and Post Sales
Support



Marketing Support

Why Partner with us?

- Save resource and cost, increase service margin
- Up-sell, opportunity to increase service scope
- Offer additional services
 - * Deployment and training
 - * Integration and customisation
- Easy on-boarding and no-upfront investment



SecPod - An endpoint security and management company

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