

# WithSecure Co-Monitoring Service

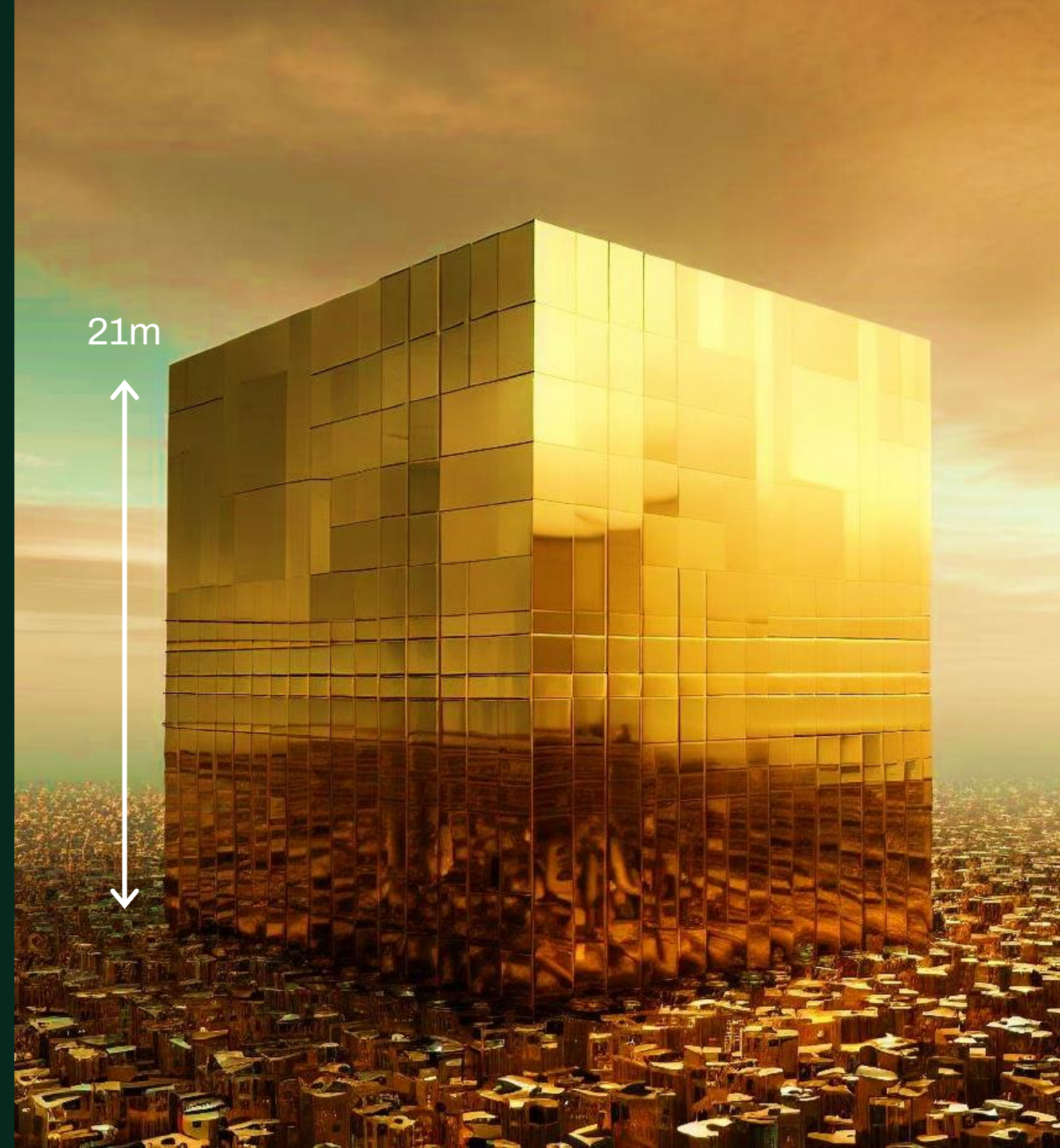
Service overview  
June 2023



# Crime pays

- This cube represents all the gold mined in the world
- It would weigh 190,000 tonnes
- At \$50/gram, it would be worth \$9.5 trillion
- Worldwide cybercrime costs are predicted by McKinsey and Co to hit \$10.5 trillion annually by 2025
- Organizations spent \$150 billion in 2022 but cyber security remains a challenge

<https://www.mckinsey.com/capabilities/risk-and-resilience/our-insights/cybersecurity/new-survey-reveals-2-trillion-dollar-market-opportunity-for-cybersecurity-technology-and-service-providers>



# Challenges to business resilience

Cloud and increasing connectivity complicates security

Regulations proliferate, regulators have teeth

Security operations skills are scarce and hard to retain

IR proficiency without practice

# 20 years of IR experience tells us...

The cost of a  
cyber security  
incident is  
70-90% lower...



...contained  
within 72 hours  
of detection

On average, it takes  
**10+ days** to close an  
EDR detection

A **large team** of  
analysts are needed  
to operate 24/7

**BUT**

Do they know  
**what to do**  
in case of an attack?

**Who will help**  
if the responders are  
overwhelmed?

What if you could  
bolster your security  
operations with  
industry-leading,  
24/7 monitoring and  
investigation  
support ?



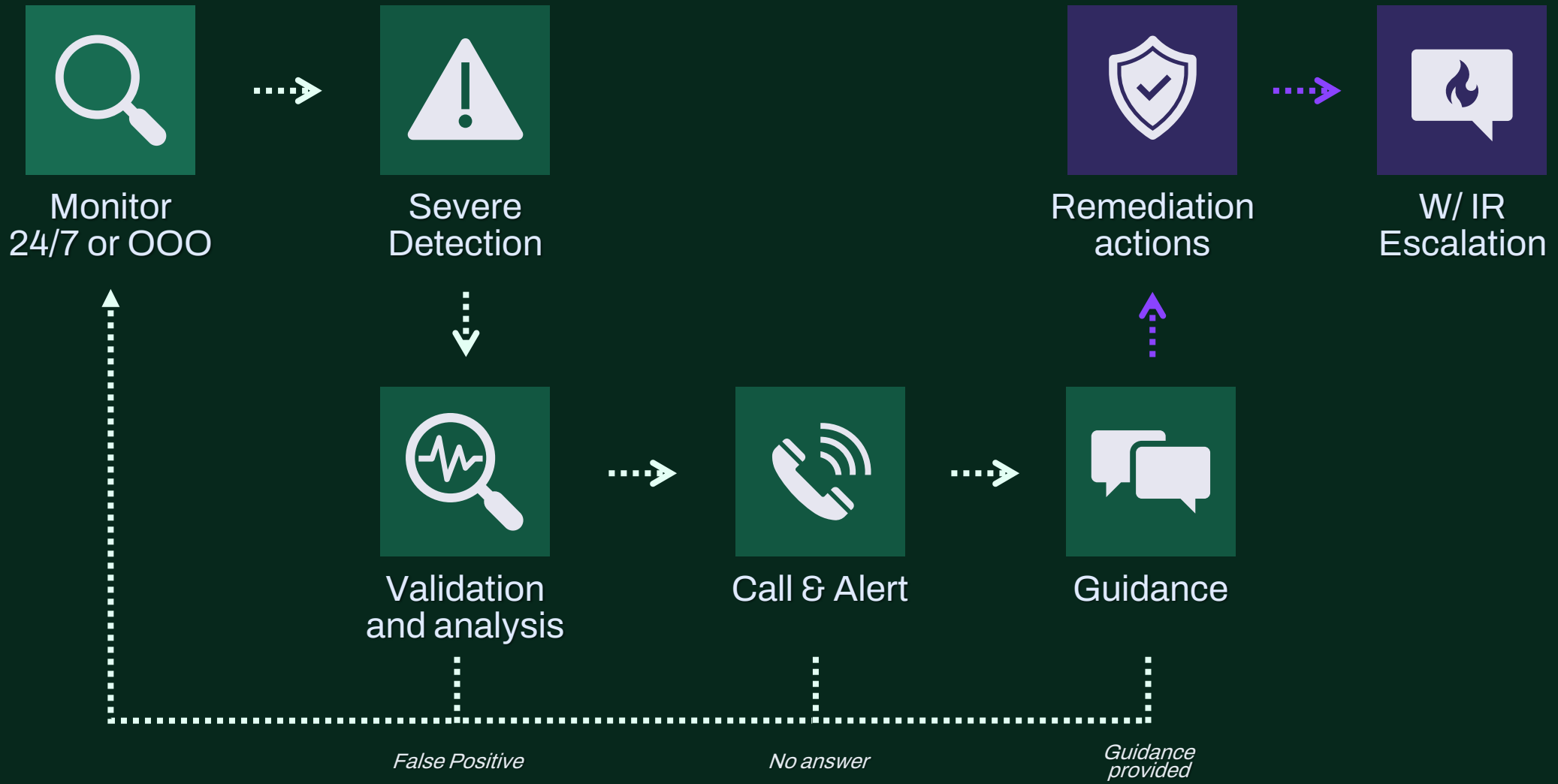
# WithSecure Co-Monitoring service

- + Monitoring (24/7 or out-of-hours) of severe-risk detections by WithSecure
- + Validation and investigation of severe-risk detections by a human threat analyst
- + Confirmed attacks are escalated directly to customers or partners on-call
- + Threat Analyst provides containment advice for fast and effective remediation
- + Possible to escalate to Incident Response services with or without IR Retainer

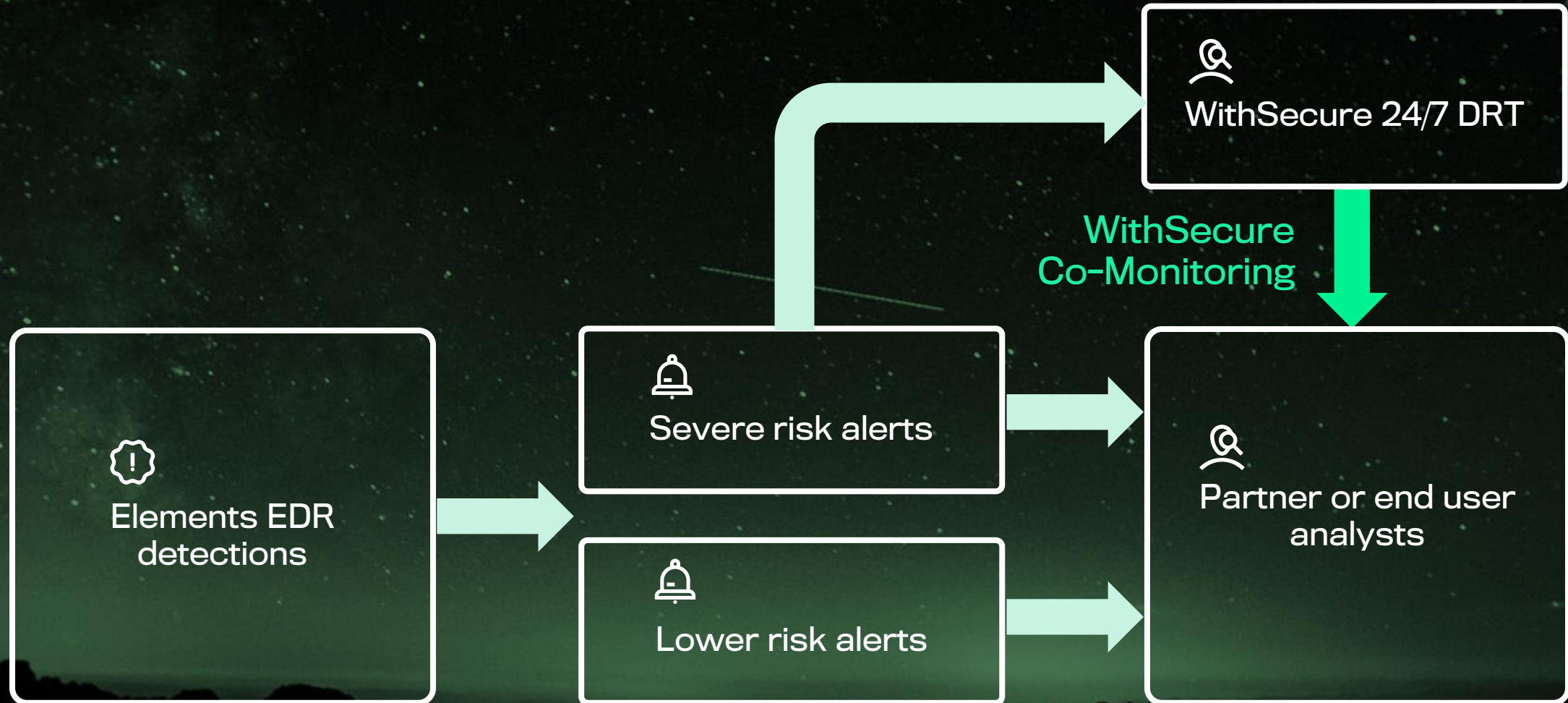
## Outcome

- ✓ Improved resilience
- ✓ Minimized disruption and unplanned expense
- ✓ Customer trust

# WithSecure Co-Monitoring Service



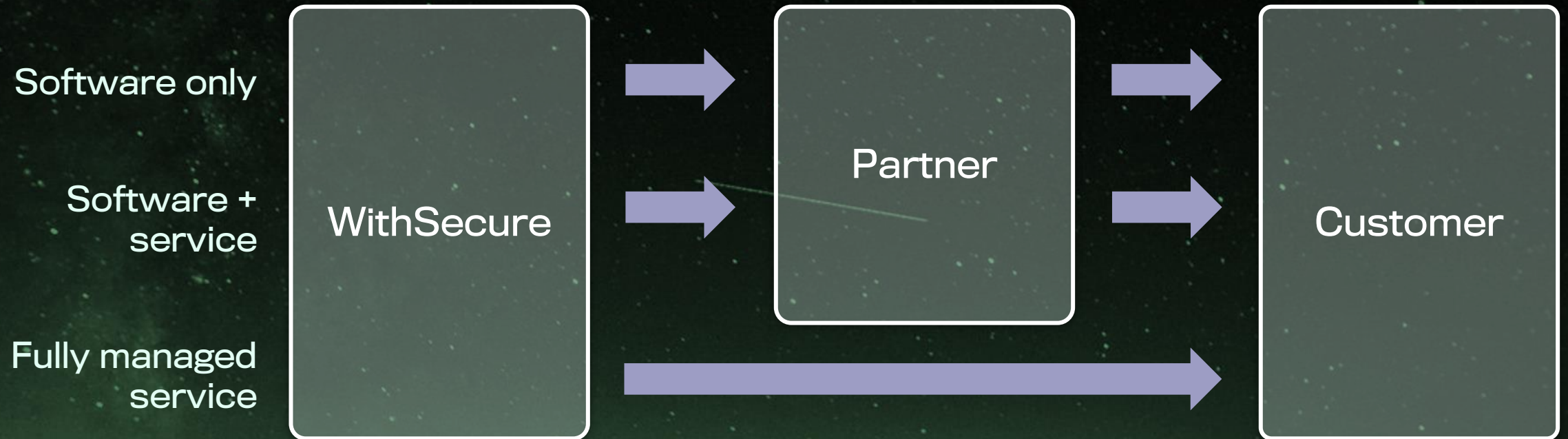
# WithSecure Co-Monitoring



# Detection & response portfolio

Feature	EDR	EDR + Elevate	EDR + Co-Monitoring
Detection	YES	YES	YES
Alerting	NO	NO	YES
Investigation	NO	YES	YES
Response guidance	NO	YES	YES
Response action	NO	NO	NO
IR Days	NO	OPTIONAL	OPTIONAL
Threat hunting	NO	OPTIONAL	OPTIONAL
Security posture analysis	NO	OPTIONAL	OPTIONAL
Delivery	N/A	Office hours	Out of office hours or 24/7
Offering	Software only	Software + service	Software + service

# Commercial model



Co-Monitoring  
(000)  
Service Hours

**MONDAY to FRIDAY**

00:00-09:00 and 17:00-23:59

**SATURDAY to SUNDAY**

00:00 - 23:59

# What about non-000 detections?

We are strict with the detection times when we deliver the 000 service version.

Detection that happens at 16:00 is expected to be handled by the partner/customer themselves, and a detection happening 17.01 will be handled by WithSecure.



W / T H<sup>®</sup>  
secure