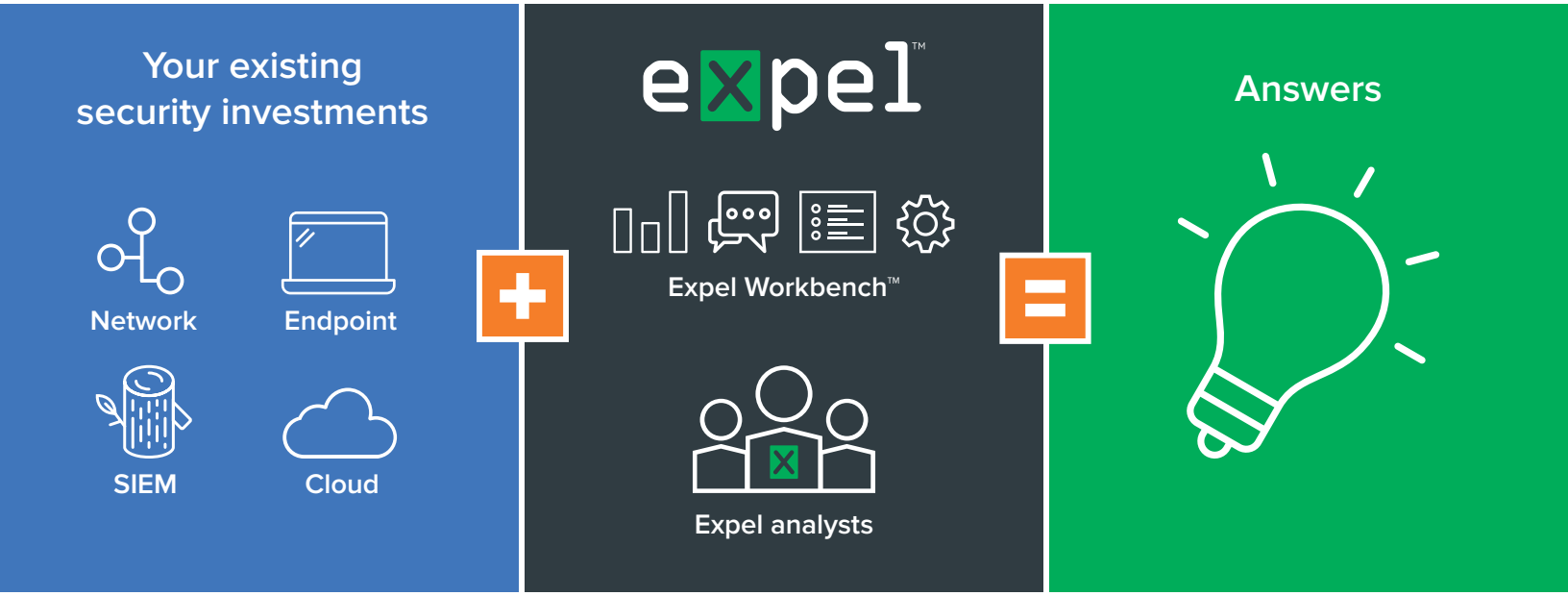
Transparent managed security

24x7 detection, response and resilience

Transparent managed security is just what it sounds like. It breaks up the proprietary black-box approach that most managed security service providers (MSSPs) and managed detection and response (MDR) providers take. You see exactly what our analysts are doing for you 24x7. Our goal isn't just to check the box and meet the SLA. We want to measurably improve your security.



1 Use the security products you've already bought

2 Our analysts investigate alerts and monitor your environment

3 When we find a problem we tell you exactly what to do about it

4 We also tell you how to fix the root cause of recurring problems

What we do

(it's more than what's in the SLA)

Expel makes your existing security investments work harder. The combination of the Expel Workbench™ and our analysts monitoring your environment 24x7 finds attackers and gives you the answers you need to kick them out. The net result? You can focus on managing risk rather than operating products and massaging alerts.

What you get

(hint: it's not alerts)

We use your products to detect threats, filter out false positives and quickly engage you on the threats you need to care about.

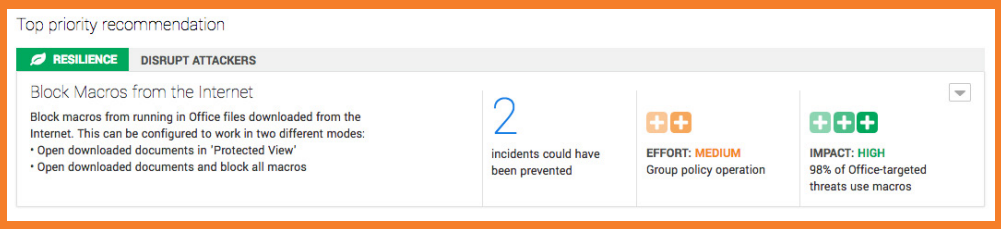
24x7 threat detection
Our analysts investigate threats and flag suspicious or risky activity. We'll tell you exactly what happened and when, how we detected it and what you need to do about it.

Performance metrics
Dashboards measure your improvement over time, show where you're improving and let you hold us accountable.

Actions for each incident
We recommend specific, easy-to-understand actions written in plain English so you can resolve each issue and reduce your risk.

Threat hunting
Our analysts proactively hunt for malicious activity in your environment.

Resilience recommendations
You get recommendations — based on your environment and past trends — so you can fix the root cause of recurring events or prevent them from happening in the first place.



How transparency changes our relationship

(for starters... you'll see what you're paying for)

Transparency means you share the same interface with our analysts so there's never any doubt about what we're doing on your behalf. It's a pretty radical idea in the security industry. But we couldn't imagine running a business any other way.

Watch investigations as they unfold
You see exactly how our analysts are approaching each investigation including their rationale, methods and what they've discovered to date.

Take action even as the plan develops
Don't wait until the investigation is over. You can take action as soon as we identify a critical remediation step.

See exactly how you're improving
Detailed dashboards measure how well we're doing and quantify the improvement so you can draw a straight line from what you pay us to the value you get.

See and fix recurring problems
Prioritize actions and investments using data from your own environment. Fix the root cause of recurring events or prevent them from happening in the first place.

Getting started

(so simple even our marketing team can do it)

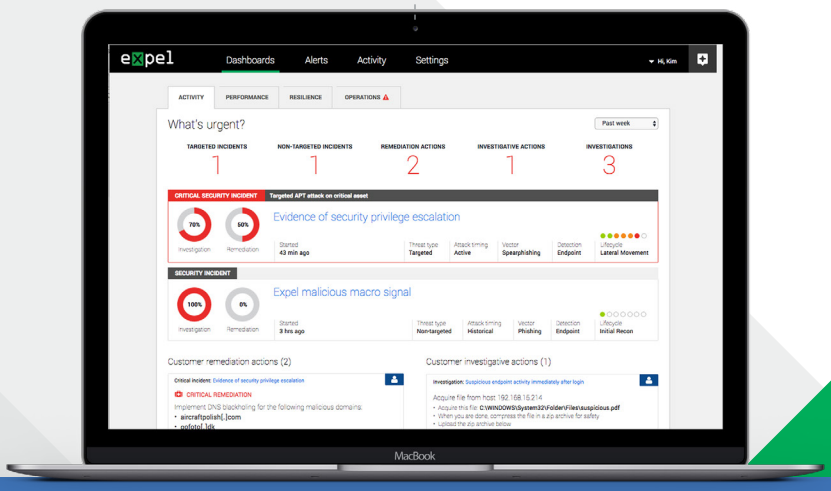
Our goal is to let you install and configure Expel without ever having to call us. Customers can typically get up and running within an hour. If it takes longer, we want to hear about it.

1 Download and install Expel Assembler™ VM

2 Connect your tools to Expel Assembler

3 Expel analysts monitor your environment

4 You get answers and recommendations



Our partners

We have out-of-the-box integration with the following products. However, we're constantly adding to the list. So, if you have other tools that do similar things let's talk. Chances are we can work with them.

Endpoint

- Carbon Black
- Cisco
- Endgame
- Tanium

Network

- Bricata
- Cisco
- Palo Alto Networks
- Zscaler

SIEM

- LogRhythm
- Splunk
- Sumo Logic

Benefits

(not just words... there's a dashboard to track them)

Companies come to us because they want to increase their security quickly or get their own security operations team out of the weeds so they can focus on more valuable and satisfying work. Here's how we help.

Reduce cost & risk
Fewer incidents means less disruption for your employees and customers

Increase security fast
Transform your security operations team with less investment and overhead

Detect & respond faster
Find and resolve threats sooner, measure your progress over time

Make your team happier
Eliminate tedious tasks you hate so you can focus on the work you love

What we replace

(in case you're wondering)

Expel replaces what customers spend on managed security service providers. In our view, MSSPs have reached the ceiling of the value they can provide. They've beaten their customers into submission and taught them to expect less by taking a transactional one-size-fits-all approach, managing to their SLA and prioritizing the quantity of alerts over quality of service. When it comes time to renew, their customers are left wondering what value they got.

Comparison of Expel's capabilities vs. MSSP and MDR providers

Capability	expel	MSSP	MDR
Security device management (firewall, SIEM, etc.)		?	
Vulnerability management		✓	
Security device monitoring	✓	✓	
Automated alert processing	✓	✓	
24x7 monitoring by a staffed security operations center (SOC)	✓	✓	✓
Log data collection and storage		✓	✓
Log data analysis	✓	✓	✓
Ability to use existing security stack (vs. vendor-mandated tech)	✓	?	
Advanced threat detection	✓		✓
Proactive threat hunting	✓		✓
Event/alert triage performed by an analyst	✓		✓
Incident validation and notification	✓		✓
Remediation guidance	✓		✓
Advanced data analytics to reduce false positives	✓		✓
Resilience recommendations to address root cause of repeat incidents	✓		
Transparent view into analyst activities via rich portal experience	✓		
Transparent metrics to measure progress and hold vendor accountable	✓		
Alerts enhanced and prioritized with business context	✓		

Working with Expel

(aka 3 things you'll never hear an MSSP say)

"We're transparent (you SEE what our analysts see)."

"We make you BETTER even when there are no incidents."

"We mesaurably IMPROVE your security."

Expel provides transparent managed security. It's the antidote for companies trapped in failed relationships with their managed security service provider (MSSP) and those looking to avoid the frustration of working with one in the first place.

Contact us to learn more **www.expel.io/contact-us**