MTDR Proposal for:

AT&T

Business transformation calls for *security transformation*

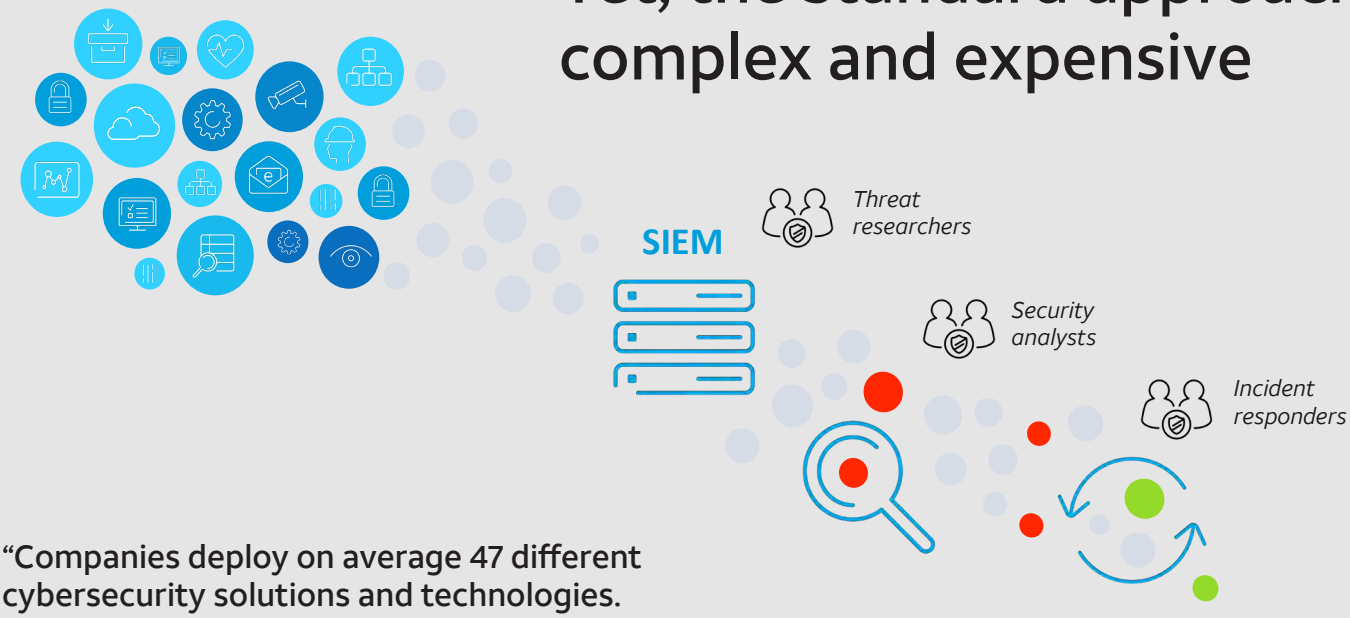
AT&T Managed Threat Detection and Response (MTDR)

MTDR Proposal for:

AT&T

Threat detection and incident response are critical security functions

Yet, the standard approach is complex and expensive



"Companies deploy on average 47 different cybersecurity solutions and technologies.

- Ponemon, July 2019

MTDR Proposal for:

AT&T

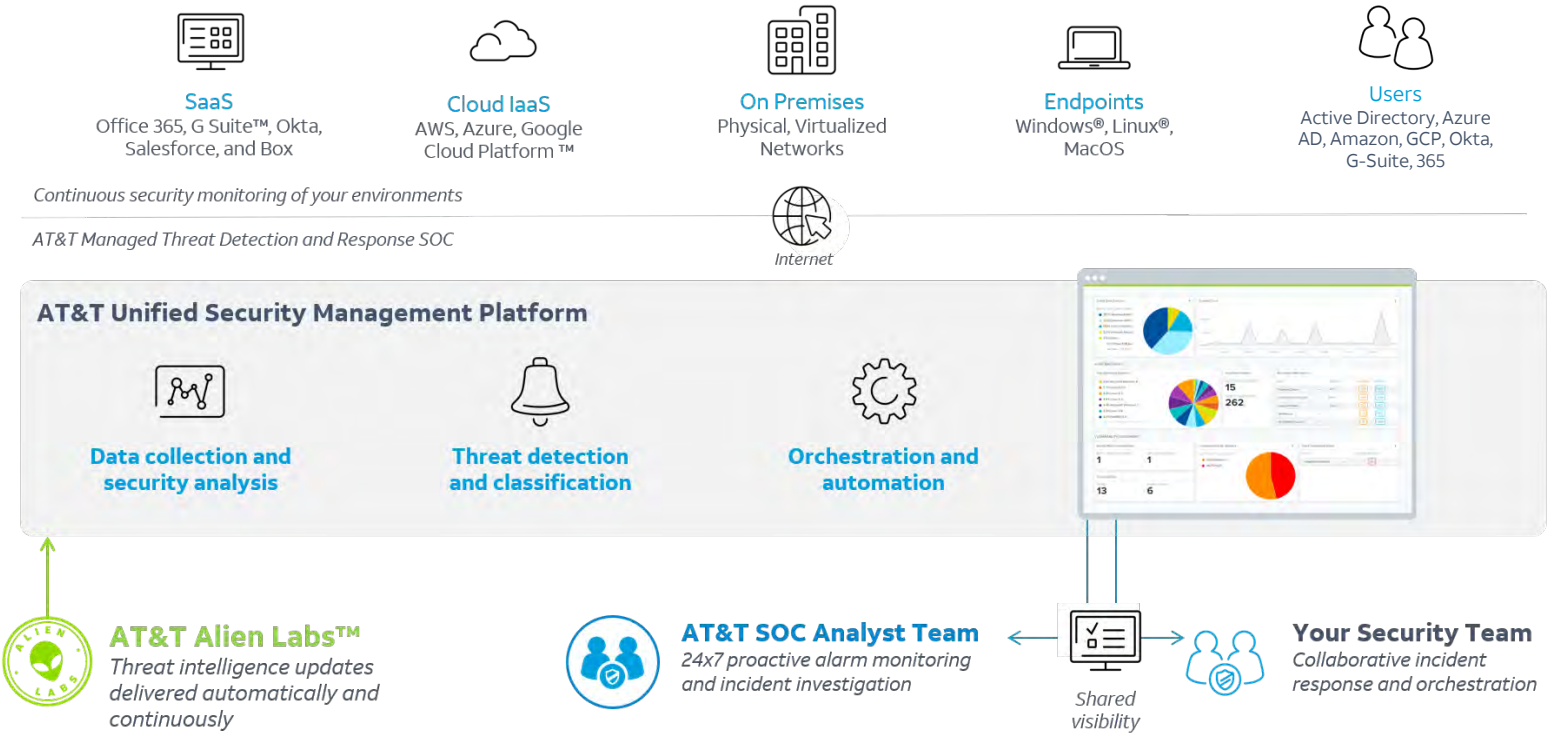
Break through the cost and complexity of protecting your business

Improve your defenses against advanced threats in the cloud and on premises

Scale your security and compliance efforts without complexity or hiring constraints

Start detecting and responding to threats in approximately 30-60 days

AT&T Managed Threat Detection and Response brings an agency's critical security tools, assets such as desktops, laptops and servers running Windows, Linux or Mac and network assets into the system that performs correlation between devices, tools and world class threat intelligence with visibility of the entire environment from a single pane of glass.



MTDR Proposal for:

AT&T

AT&T Security Operations Center

Our Experience

- 140+ years of managing and protecting a global network
- 2nd largest MSSP in the world[1]
- 25+ years of experience in delivering managed security services
- 8 global SOCs

[1]https://www.msspalert.com/top200/list-2019/20/

Our People

- 2,000+ cybersecurity specialists
- Dedicated team of security analysts
- Certifications including GSE, CISSP, CEH, CompTIA Security+, and more

Our Visibility

AT&T Alien Labs Threat Intelligence

Unique vantage point:

- USM sensor network – 20 million threat observations per day
- AT&T Alien Labs Open Threat Exchange (OTX)- 140,000 security professionals submitting 20 million threat indicators per day
- Collaboration with AT&T CSO– 446 PB of traffic from 200 countries and territories

A high-touch service delivery model

Getting started in approx. 30-60 days

Threat model workshop

Platform onboarding

Custom incident response plan

Ongoing activities throughout service lifecycle

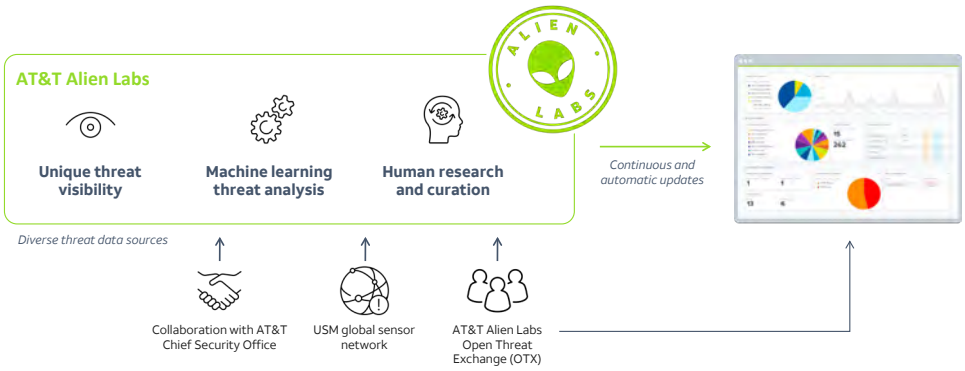
24x7 security monitoring

Regular reviews with your assigned Threat Hunter

Incident response retainer

MTDR Proposal for:

Fueled with continuous threat intelligence



Your first 30-60 days

Kick-off call

Three days after your contract is signed, the MTDR project manager schedules a kickoff call with an AT&T Cybersecurity Consultant

WEEK ONE

AT YOUR EARLIEST CONVENIENCE

Threat Model Workshop

AT&T Cybersecurity Consultant works with your teams to identify Critical Resources and customize your deployment plan

Delivery of Materials

Consultant and SOC Support (Security Engineer) delivers your Threat Model and Technical Provisioning Document

DURING ONBOARDING

DURING ONBOARDING

Deployment and Tuning

Working with a Security Engineer, we deploy USM, integrate data sources, and tune the instance to best fit your Threat Model.

IRP completed and hand-off for 24x7 monitoring

*Customer receives their first invoice with their monthly service charge and Threat Model fee 30 days after contract sign.

30 DAYS POST SALE

Proposal prepared by

AT&T

Proposal prepared for

Note to Customer

Note to the customer

MTDR Proposal for:

Proposal of Services

Below is the quotation of pricing for AT&T Managed Threat Detection and Response services provided to this agency.

Description of Services

Managed Threat Detection and Response

AT&T Managed Threat Detection and Response brings an agency's critical security tools, assets such as desktops, laptops and servers running Windows, Linux or Mac and network assets into SaaS-based centralized managed security monitoring platform that performs correlation between devices, tools and world class threat intelligence with visibility of the entire environment from a single pane of glass.

Implementation Service

Threat Modeling and Implementation Service

A requirement of the MTDR service, the Threat Modeling and Implementation service, in which we evaluate the critical assets of the Enterprise and assist in the development of the Threat Strategy and Incident Response Plan, making deployment of MTDR more meaningful and impactful.

Training Services

AlienVault USM Anywhere: Deploy, Configure, Manage (ANYDC)

This two-day course begins with the deployment of USM Anywhere and walks students through the process of initial configuration of asset discovery, scanning, log collection, events, alarms, and rules. It then takes them through administering and reporting on the USM Anywhere environment, and introduces them to the numerous resources available to assist them during and after this course. Our instructor-led courses feature challenging and immersive labs to provide a powerful hands-on learning environment.

AlienVault USM Anywhere: Security Analysis (ANYSA)

The AlienVault USM Anywhere: Security Analysis 2-day course provides security analysts with the knowledge and tools to fully leverage AlienVault USM Anywhere to perform analyst duties. Students benefit from instructor lectures, product demonstration, and hands-on practice labs which make up about 50% of the course. This comprehensive course ensures that you can use all of USM Anywhere's functions and features to detect and respond to security incidents and determine the extent of a compromise.

MTDR Proposal for:

Proposal of Services

The pricing below is based on the total amount of storage required to perform the expected services, as well as additional required sensors, implementation services and training that are included in the MTDR service.

Service	Description of Service	Unit/Term	Monthly Recurring Charges	Non-Recurring Charges	Discount (Percent)	MRC Total	NRC Total
AT&T Managed Threat Detection and Response					0%	$ 0.00	
Additional Sensors	Additional USM Sensors as required to ingest data.				0%		$ 0.00
Implementation Tiers					0%		$ 0.00
Training AnySA					0%		$ 0.00
Training AnyDC					0%		$ 0.00
Contract Length (Months)				Total Contract Charges		$ 0.00	
				Total Non-Recurring Charges		$ 0.00	

Date of Proposal Presentation.....

Pricing in this proposal of services is valid until.....

Pricing for the above listed services are based upon contract

Pricing is based upon the following scope of work.