Qualifying Your Customers
For CyberMaxx MDR

CyberMaxx

CyberMaxx is the leading provider of Managed Detection and Response (MDR). In protecting our clients we think like an **ADVERSARY**, defend like a **GUARDIAN**.

Ideal Customer Profile:

Regulated Industries:
- Healthcare
- FinServ
- Utilities
- SLED

Sweet Spot:
- SMB (500-10,000 endpoints)
- Can scale larger or smaller

Ideal Teams:

Security teams with limited resources and budget to build out their own 24/7 SOC

MaxxMDR Services + Customer Alignment

	CORE Managed EDR	ADVANCED Managed EDR + Cloud	ELITE Full Telemetry MDR
24 x 7 x 365 Monitoring & Containment	✓	✓	✓
Endpoint Detection & Response	✓	✓	✓
Managed EDR/AV Platform	✓	✓	✓
Real Time Threat Response	✓	✓	✓
M365 / Google Cloud Monitoring	✓	✓	✓
Credential Disable		✓	✓
Managed SIEM Platform			✓
Passive Intrusion Detection System (IDS) Monitoring			✓
Vulnerability Scanning			✓
On-Premise Hardware			✓
Full Cloud Telemetry (AWS/Azure/GCP)			✓
Deception Technology (Honeypot Server + M365)			✓

CORE

Target Customer

- Small customer with limited budget
- Need a 24/7 solution in place to get started

ADVANCED

Target Customer

- Small customer with limited budget that also leverages M365 / GCP
- Need a 24/7 solution in place to get started

ELITE

Target Customer

- Mature security customer looking for a modern MDR service with "glass box" transparency and threat response in the SOC
- Unhappy with their legacy MDR provider experience (ArcticWolf, Reliaquest, Critical Start, Deepwatch, Expel, etc.)

**Key Value
Adds**

Tech-enabled: We partner with the best-in-class technology so we can focus on providing the best service for your customers, with no requirement for customers to invest in additional technology:
- EDR: SentinelOne, CrowdStrike, MS Defender
- SIEM: Elastic, LevelBlue, Devo, Splunk, Exabeam

No Ingest Costs: Pricing is based on the number of endpoints, not on ingestion, keeping the billing consistent for your customers.

True Partnership: CyberMaxx stands with your customers from alert through remediation. With our service it should feel like an equivalent value of adding 3-5 full time security resources to your organization, allowing your customers to focus on more high value business tasks.

Unlimited Investigations: We do not limit the number of investigations included and respond to every alert to keep your customers secure.

Threat Response Directly in the SOC: CyberMaxx employs 24/7/365 threat responders within the SOC team to jump into zero-latency response (The Big R) and containment as soon as cyberattacks hit the customer environment.

Customer Experience: Services-led team with dedicated Customer Success and Technical Account Manager for each customer.

Purpose Built Platform: Our "glass box" approach gives you access to a web platform or mobile app with visibility into all alerts and case logs.

**CyberMaxx
Contact
Information**

Rosana Filingeri

VP of Channel

✉ rfilingeri@cybermaxx.com

Anna Dingeldein

Field Channel Manager

✉ adingeldein@cybermaxx.com