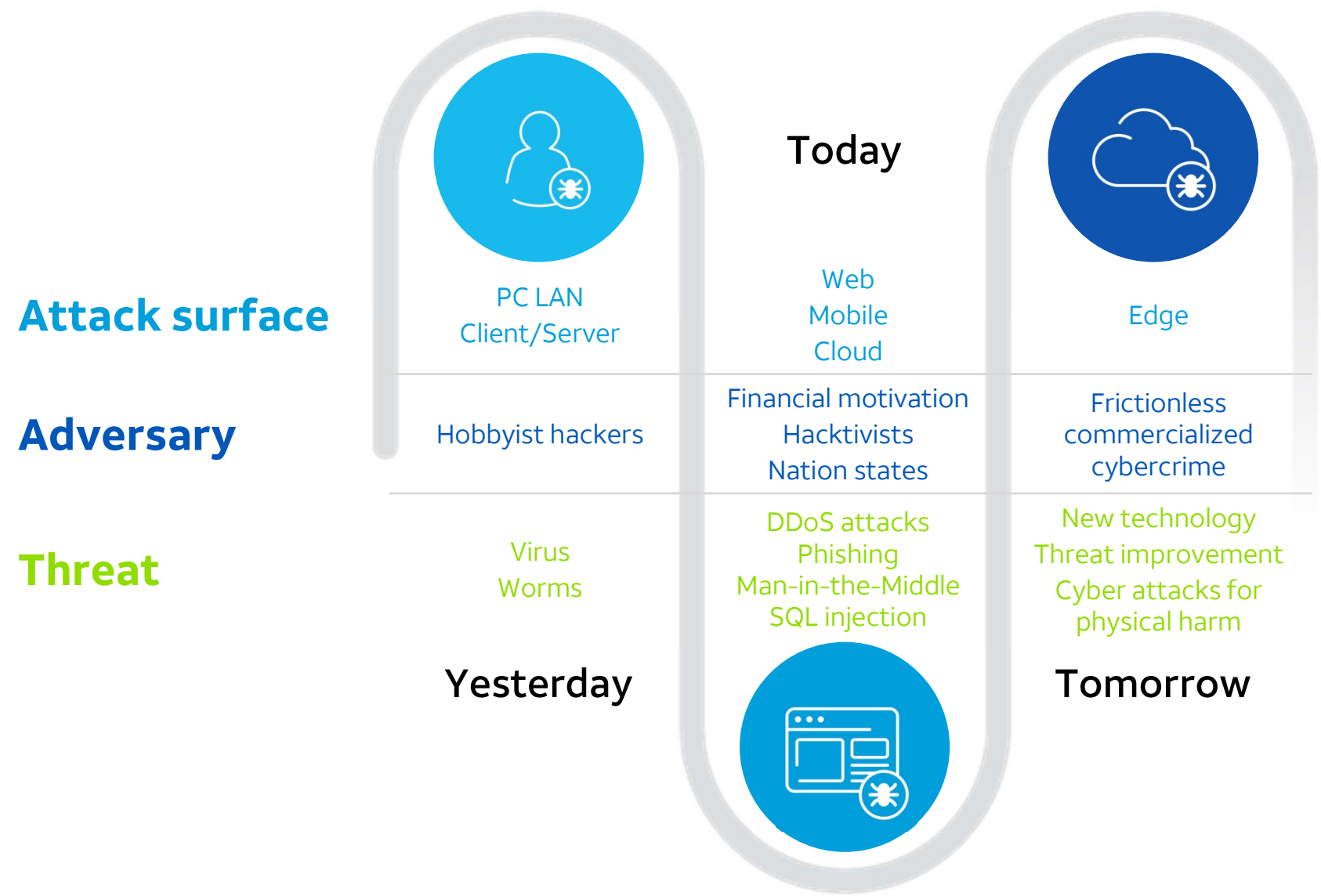


# AT&T Cybersecurity

A large, circular operations center with a curved wall of multiple large monitors displaying various data, maps, and charts. Several people are seated at desks with multiple computer monitors in the foreground, working in a dimly lit room with blue ambient lighting. An American flag is visible on the wall.

AT&T Cybersecurity

# Cybersecurity risks continue to evolve



## Future challenges

- Maintaining proper security posture
- Extending security policy to new types of devices
- Implementing Zero Trust framework
- Accessing and moving higher quantities of data
- Handling bursts of workloads



# Challenges of today's CISO



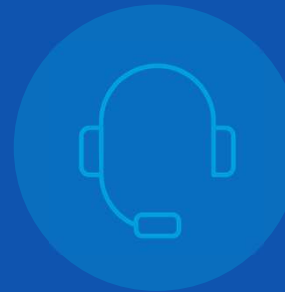
# AT&T Cybersecurity: By the numbers

**140+**  
years of managing and  
protecting a global network  
that carries more than  
**446**  
petabytes per day

More than  
**2,000**   
cybersecurity specialists

 **8** global SOC's monitored  
**24/7/365**

**25+**  
years of cybersecurity  
consulting practice  
with an average of  
**12**  
years experience



▶ **20M+**  
threat indicators  
submitted daily by  
— **145K**  
— security professionals  
— as part of our Open  
Threat Exchange™  
— community

[https://about.att.com/pages/corporate\\_profile](https://about.att.com/pages/corporate_profile)

# Tailored Consulting Offerings To Align To Your Journey



Cyber Risk  
Posture  
*Prescriptive*  
Assessment

Cyber Strategy &  
Roadmap  
Custom

Strategic  
Tactical



Cyber IQ  
Training



Threat &  
Vulnerability  
Management



Compliance &  
Regulation

# AT&T Managed SD-WAN and Security Services



# AT&T Cybersecurity Standard Portfolio

## CYBER STRATEGY AND RISK

### Strategy, Risk & Compliance

- Program Assessment & Roadmap
- Training & Awareness
- Risk Framework, Governance, Assessment & Remediation
- Compliance Review & Attestation
- Payment Solutions (PCI DSS)

### Vulnerability & Threat

- Vulnerability Management
- Penetration Testing

### Advisory & Threat Collaboration

- Virtual CSO & Trusted Advisor
- Cyber Information Sharing
- Threat Intelligence Collaboration

## NETWORK SECURITY

### Assessment & Planning

- Network, Cloud & SD-WAN Security
- Zero Trust Readiness Assessment

### Trusted Internet Access

- Secure Web Gateway
- Premise-based Firewall
- Secure Access Service Edge

### Infrastructure & Application Protection

- DDoS Defense
- CDN Security

### Private Internet Solutions

- Network-based Firewall

## ENDPOINT SECURITY AND IDENTITY

### Assessment and Planning

- Remote Administration
- IAM & Fraud

### Endpoint and Mobile Security Solutions

- Endpoint Security
- Mobile Threat Defense (MTD)
- Unified Endpoint Management (UEM)
- Secure Remote Access

### Fraud Prevention Solutions

- AT&T Authentication and Verification Service (AAVS)

## THREAT DETECTION AND RESPONSE

### Assessment & Planning

- SOC, Threat Detection & Incident Response
- Post-Breach Services

### AT&T Threat Solutions

- Managed Threat Detection and Response (MTDR)
- USM Anywhere
- USM for MSSPs



# AT&T Cybersecurity Consulting

Deliver a world class suite of services to help our clients solve their complex cybersecurity challenges.

### Cybersecurity Consulting Team Value

- Consulting organization with 25-year history
- Consultants average 15 years of experience in Cybersecurity
- PCI Qualified Security Assessor
- HITRUST certified assessor

END TO END SECURITY SERVICES		
Risk Advisory Services	Cyber Operations	Cyber as a Service (CaaS)
Cyber Strategy and Planning	Network and Cloud Security	Vulnerability Management and Ethical Hacking
Cyber Risk and Compliance	Cybersecurity Operations	Incident Response and Forensics
Data Governance and Privacy	Cybersecurity Transformation	Risk and Compliance Management
IAM/Fraud/Payment Security	Mobility/IoT/Endpoint Solutions	Training and Awareness
	Threat Detection and Response	Custom Managed Services



# MVP Features Guide

MVP	MVP+	IT/OT
<div>Unlimited Scans</div> <div>Annual AT&amp;T managed VSS subscription with unlimited scans and scan retries, plus expert guidance from AT&amp;T.</div> <div>Features<ul style="list-style-type: none"><li>Asset Inventory / Asset Discovery</li><li>Vulnerability Scanning: Virtual Scan Engine</li><li>CIS Configuration Scanning: Host Agents &amp; Virtual Scan Engine</li><li>Web Application Scanning</li><li>End Point Protection on Windows</li></ul></div>	<div>Unlimited Scans</div> <div>Annual AT&amp;T managed VSS subscription with unlimited scans and scan retries, plus expert guidance from AT&amp;T.</div> <div>Features<div>(includes MVP features)</div><ul style="list-style-type: none"><li>Cloud Inventory</li><li>ASV (PCI) Service</li><li>Container Inventory</li><li>Vulnerability Scanning</li><li>Comprehensive CIS Configuration Scanning</li><li>Certificate Assessment</li><li>Threat Protection &amp; Continuous Monitoring</li><li>Patch Detection</li><li>Application Programming Interface (API)</li><li>Virtual Active / Passive Scanner (Unlimited)</li><li>Host Agents (Unlimited)</li><li>Cloud Agent Gateway Sensors (Unlimited)</li></ul></div>	<div>Unlimited Scans</div> <div>Annual AT&amp;T managed VSS subscription with unlimited scans and scan retries, plus expert guidance from AT&amp;T.</div> <div>Features<div>(includes MVP+ features)</div><ul style="list-style-type: none"><li>Full visibility across converged IT/OT operations</li><li>Detect and mitigate threats that impact industrial and critical operations by leveraging multiple detection methodologies</li><li>Threat detection and mitigation</li><li>Tracks and log all configuration change</li></ul></div>

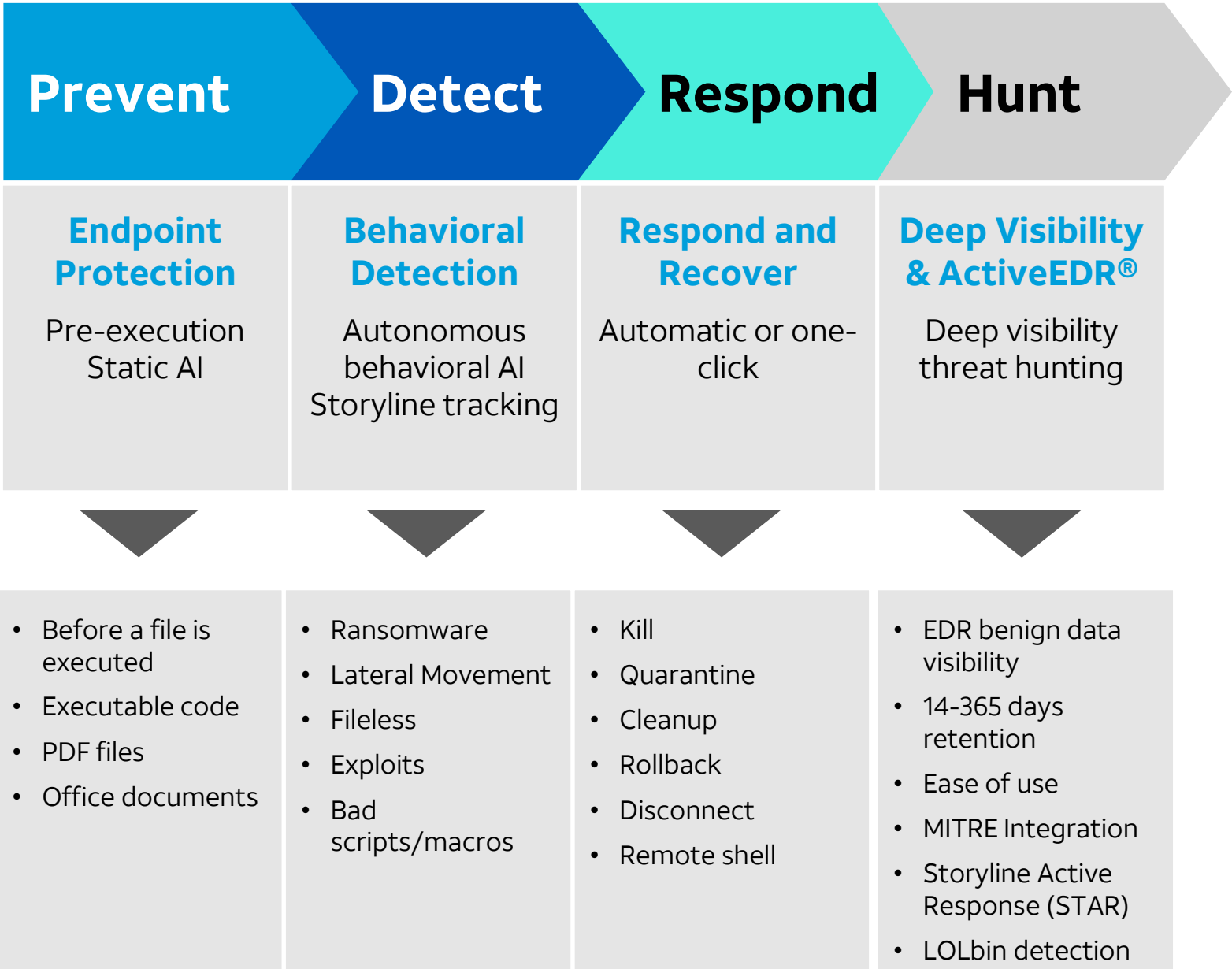
Powered by DDI, Qualys and Tenable

# SentinelOne®

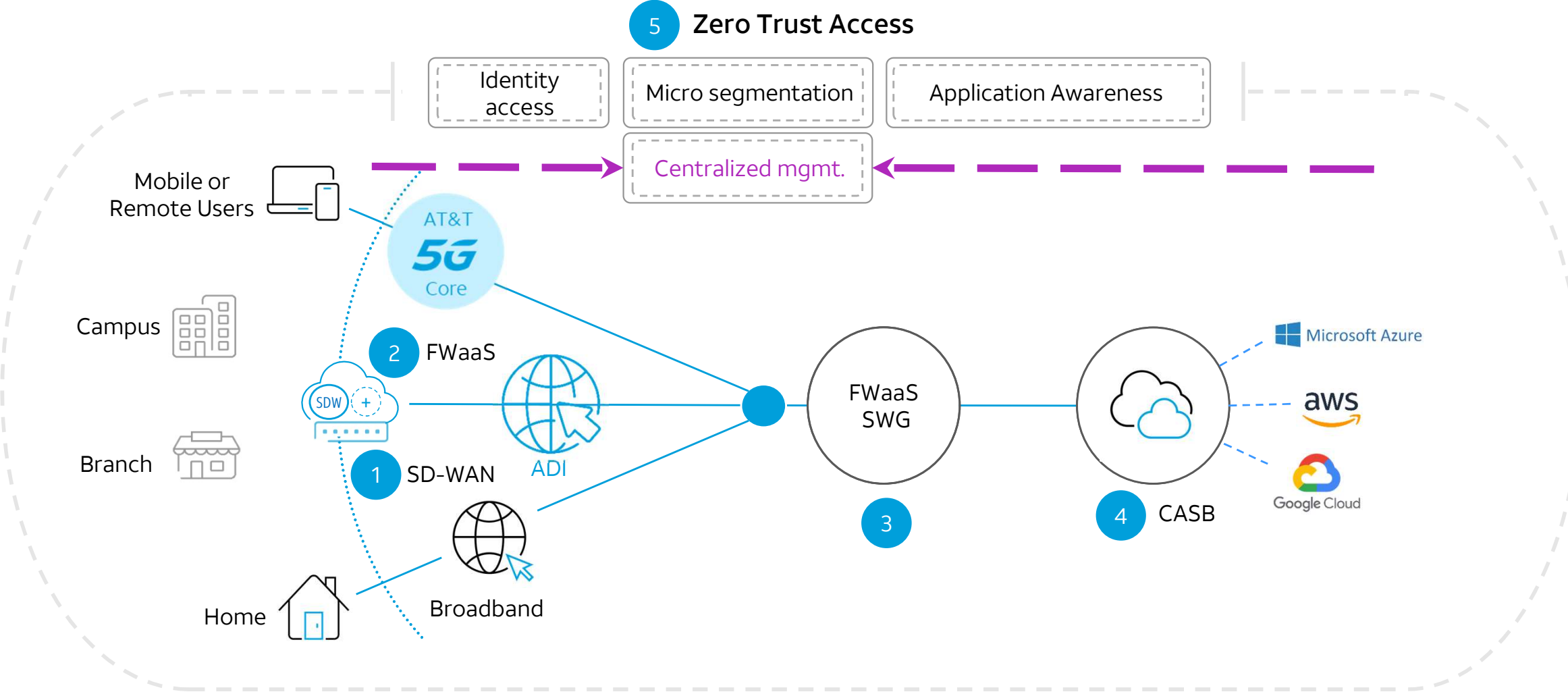
Endpoint security for the entire attack chain

Single agent that helps protect and makes consolidation a reality

- Laptops
- Desktops
- Servers
- Kubernetes Containers
- Cloud VMs
- VDI



# Roadmap to AT&T SASE



# Vendor Selection Considerations

	LAN-Focused		WAN-Focused			Security-Focused	
	Aruba	Meraki	Silver Peak	VMWare	Cisco	Palo Alto	Fortinet
<b>Deployment</b>	Appliance, Cloud	Appliance, Cloud	Appliance, Cloud*, uCPE	Appliance, Cloud, uCPE	Appliance, Cloud, uCPE	Appliance, Cloud, uCPE*	Appliance, Cloud*, uCPE*
<b>Firewall</b>	UTM	UTM	Zone Based	Stateful	NGFW	Zone Based	NGFW
<b>Add-On Features</b>	iLAN, WIFI, LTE	iLAN, Wi-Fi, LTE	WANx	LTE, Gateways	Remote Worker, Umbrella*	Prisma Access	iLAN, Wi-Fi, Integrated LTE*
<b>Differentiator</b>	Simplicity, Integration, Single Pain of Glass	Simplicity, Single Pain of Glass	MPLS-Like Management	Application Performance	Integrated Cloud Security	Application & Security Control	Premise Security

## AT&T SD-WAN Value Prop

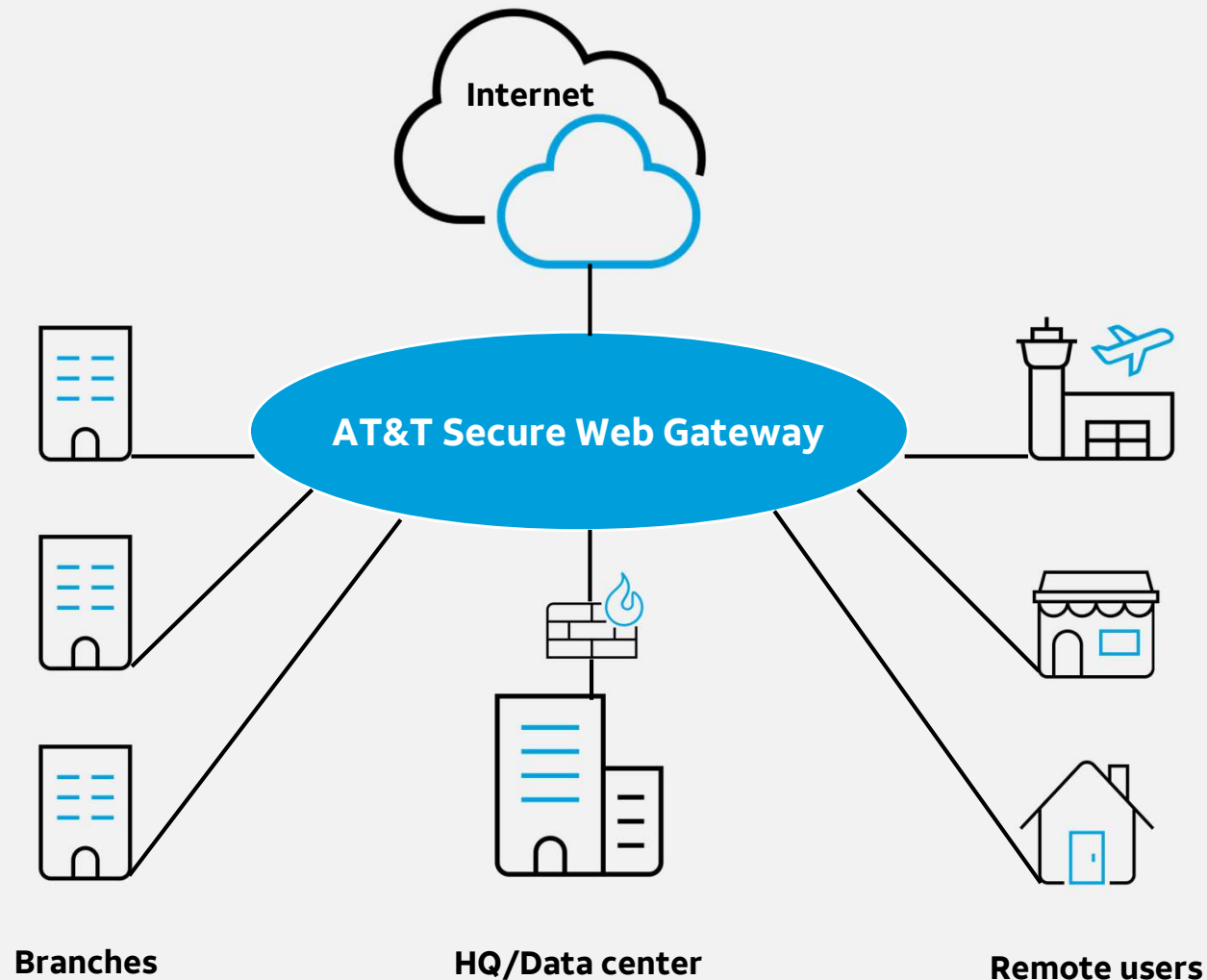
*AT&T is a market leader\*\* in SD-WAN services offering a robust portfolio of managed solutions, giving customers optionality as they adopt these next-generation edge services, driving network transformation*

\*Coming 4Q21

\*\*Frost & Sullivan 2020 **Frost Radar™** (Market Leadership Award – North American Managed SD-WAN Services)



# Consistent, unified protection for today's global workforce



## Enable safer internet browsing

Protect users from web-based threats, including zero-day attacks\* with sandboxing technology



## Enforce corporate acceptable use policies

Reduce productivity loss from time-wasting websites and block those inappropriate for the workplace



## Inspect encrypted web traffic

Decrypt SSL packets to validate they are free of malware, removing the burden from firewalls and other network devices



## Eliminate shadow IT\*

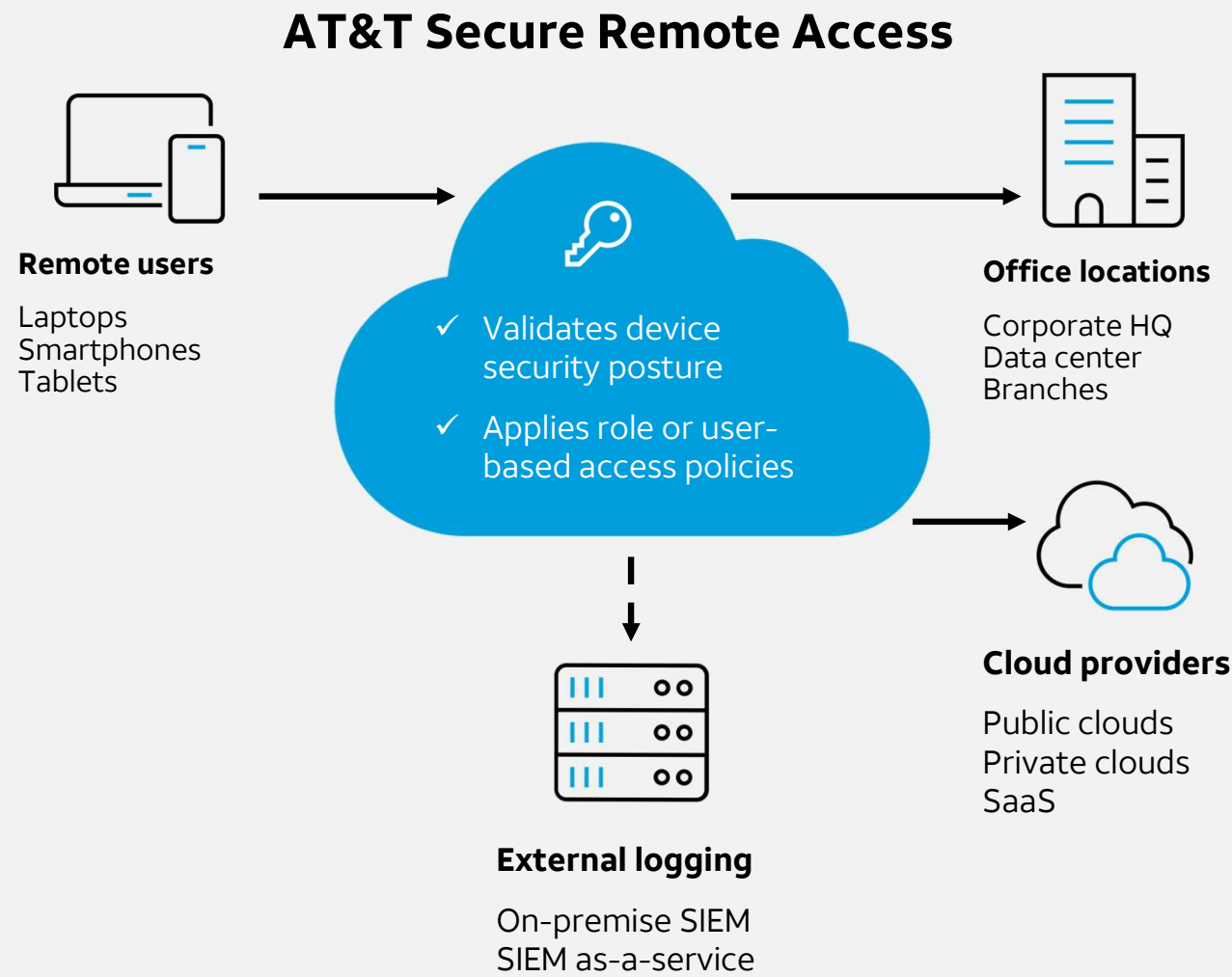
Gain visibility into all web-based applications used, including previously undiscovered programs, so security policies may be applied



## Protect against data loss\*

Scan files for sensitive information, such as credit cards and social security numbers, and restrict how it may be shared

# Improve performance while reducing risk with zero-trust network access



**Enhance user experience**  
Less traffic backhauled to the data center translates to lower latency when connecting to applications hosted on-site or in the cloud



**Reduce unauthorized access**  
Provide access to only the applications and data required to complete job duties



**Lower the risk of DDoS attacks**  
Authorize users' access to applications via outbound connectivity, without exposing the network IP address



**Inhibit the effects of malware**  
Minimize access to the network to help isolate malware to endpoint devices



**Trim capital expenses**  
Reduce data center appliances and operational overhead with this cloud-based, 24x7 AT&T managed solution

# Managed Threat Detection and Response

## SaaS

Office 365, G Suite™, Okta, Salesforce, and Box

## Cloud IaaS

AWS, Azure, Google Cloud Platform™

## On Premises

Physical, Virtualized Networks

## Endpoints

Windows®, Linux®, MacOS



## Users

Active Directory, Azure AD, Amazon, GCP, Okta, G-Suite, 365

Continuous security monitoring of your environments

AT&T Managed Threat Detection and Response SOC



## AT&T Unified Security Management Platform



Data collection and security analysis



Threat detection and classification



Orchestration and automation



## AT&T Alien Labs™

Threat intelligence updates delivered automatically and continuously



## AT&T SOC Analyst Team

24x7 proactive alarm monitoring and incident investigation



Shared visibility



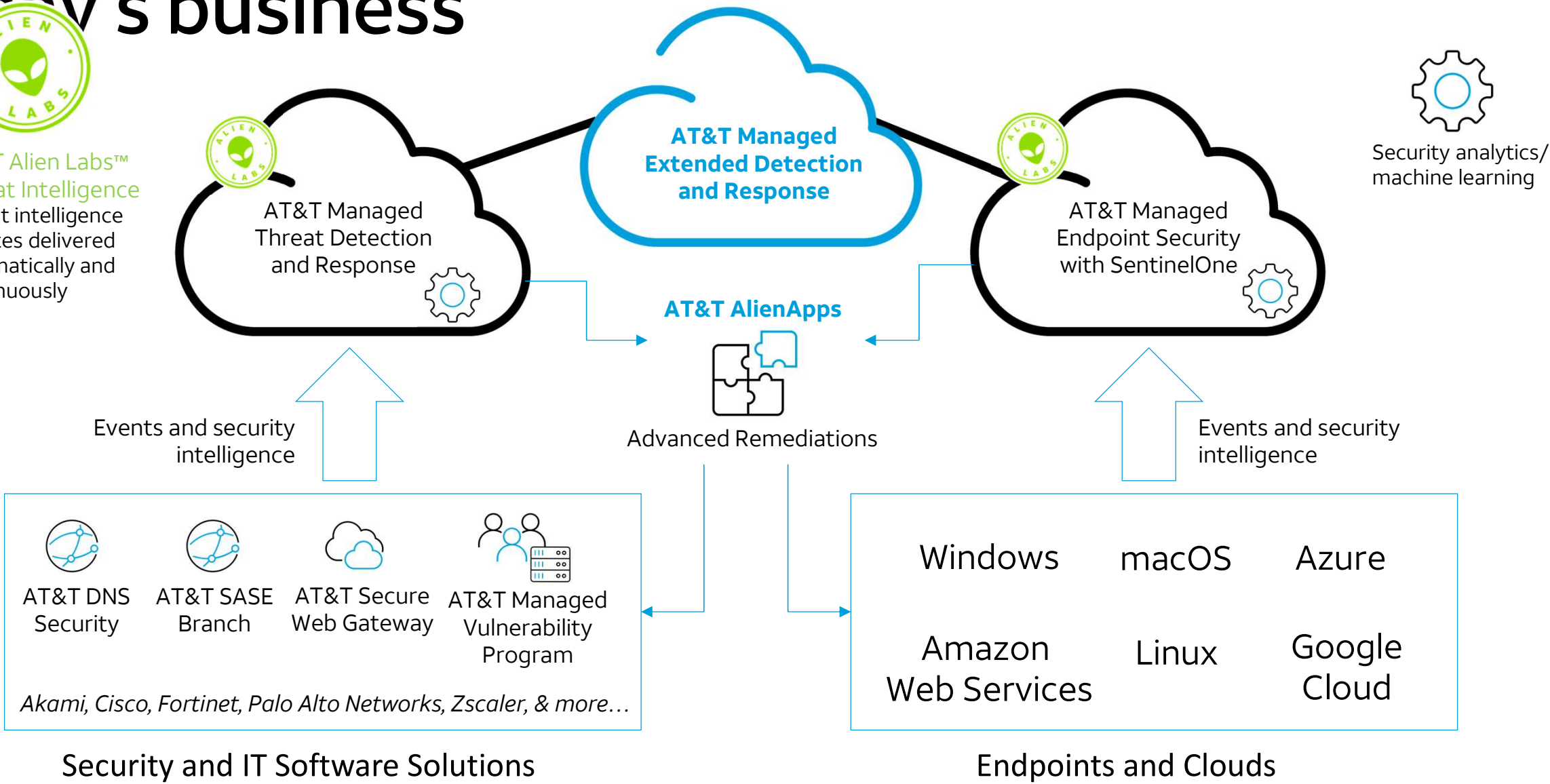
## Your Security Team

Collaborative incident response and orchestration

# AT&T All In: A security reference architecture for today's business



AT&T Alien Labs™  
Threat Intelligence  
Threat intelligence updates delivered automatically and continuously





# A faster and more cost-effective approach to help protect your business

	Security Staff	Technology	AT&T Managed Threat Detection and Response + AT&T Managed End Point Solution
Approach	Hire at least five full-time security analysts for 24x7 coverage	Build your own threat detection and response technology stack	Quickly achieve effective threat detection and response with AT&T Cybersecurity at your side
Time	6 – 9 months	12 – 18 months	Go-live goal of less than 45-60 days
Cost	\$499,720 <sup>1</sup>	\$60K <sup>2</sup> +	\$7,587.25 per month
Total annual starting price	\$559,720+		\$91,047

<sup>1</sup>Based on the national average for information security analysts ([ZipRecruiter](#), May 2020)

<sup>2</sup>Includes an estimate for a basic SIEM deployment and a low cost threat feed

# Detailed Incident Response Retainer (IRR) Overview



Annual Pricing:  
~~\$8,500~~

Reduced to \$7,500 until 12/31



Appropriate for small/medium businesses seeking an initial amount of emergency support should an incident occur.



### Response Times

- Phone response to incidents within 24 hours
- On-site support requires change order and additional charges based on scope and location of incident



### Included Services

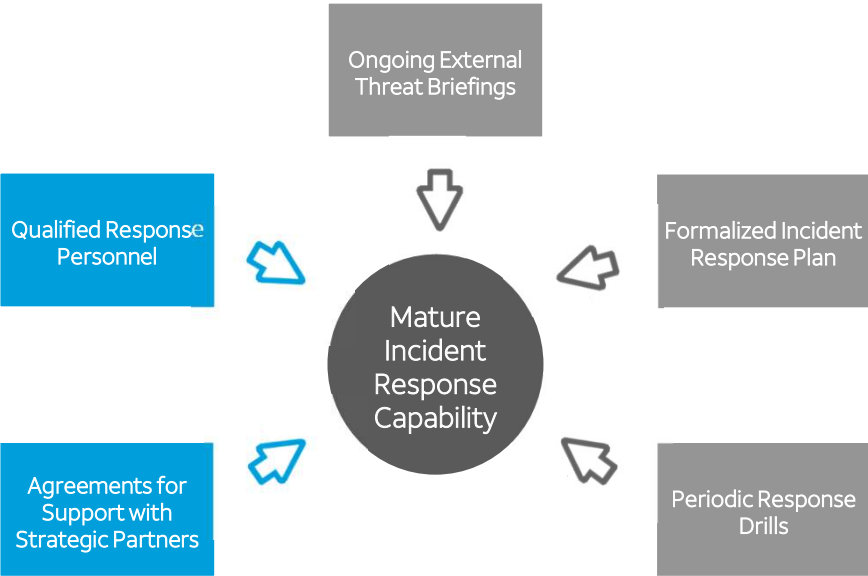
- Block of 20 hours of Incident Response Support
- Pre-breach services can be added via a Statement of Work
- Incident response can begin without delay or need to create an SOW



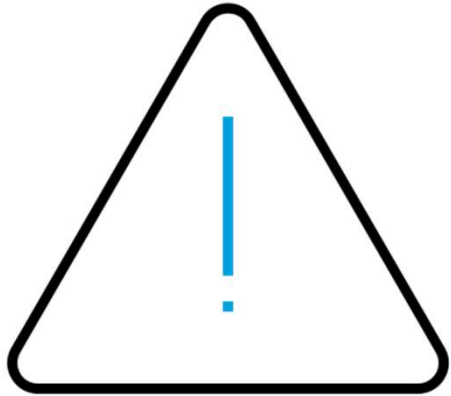
### Benefits

- Establishes contract rates and terms in advance of incident
- Hourly rate of \$425 for services in the event of an incident, plus applicable expenses

## Incident Response Program Components Supported



# NATIONAL BUSINESS PROMOTION ALERT



**Now \$7,500 !!!**

NOW THROUGH THE END OF THE YEAR  
**Exclusive for SMB customers**  
*AT&T is offering a block of 20 hours to be used towards:  
Security assessment and planning services*

OR

*Incident Response Retainer(IRR) services*

What's Included:

## **Proactive Security Assessment Services:**

- Internal/External Penetration Testing
- Vulnerability Assessment
- Malware Readiness Assessment
- Incident Response Plan Review/ Development

## **Reactive Incident Response Services:**

- Retainer service in the event of a breach
- Phone response support in 24 hours
- On site support *(may be an extra charge)\**
- Additional hours for breach support, \$425/hour

# AT&T Accolades



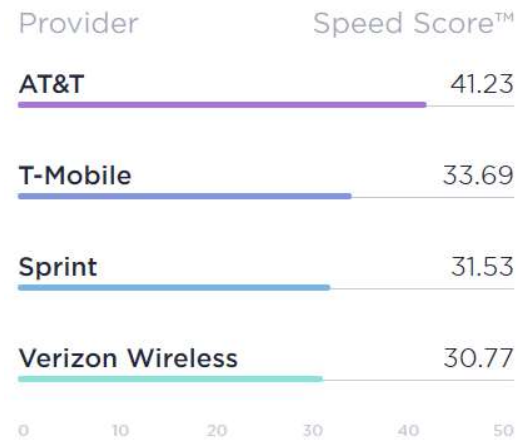
AT&T named **Global Leader** among MSSPs



Ranked **#1 MSSP** among top 250 MSSPs in 2020 & 2021



Global Wireless Solutions - [link](#)



Speedtest Global Index - [link](#)

J.D. Power Recognizes AT&T in Customer Satisfaction Rankings

Sept. 24th, 2020 ([link](#))



AT&T named **#1 managed SD-WAN** provider in North America

Sept. 17th, 2020 ([link](#))



## Helpful Links:

OIL – [Cybersecurity Portfolio](#)

OIL – [Managed Endpoint \(MES\)](#) Powered by SentinelOne

Sharepoint – [AT&T SASE Bootcamp](#)

OIL – [Secure Web Gateway](#)

OIL – [Secure Remote Access](#)

OIL – [Managed Threat Detection & Response](#)(MTDR)

OIL – [Managed Extended Detection & Response](#) (MTDR + MES)

Incident Response Hotline – (866) – 599-1422 (Get in contact with your Cybersecurity Associate + Cybersecurity Managers)



AT&T Business