**NEVER ALONE.**
**RELENTLESS SECURITY.**

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Thanks a lot for your Meeting invite!

# BRIDGE TO RESILIENCE

How to become Cyber resilient in the race to digitize?

- Everything is connected step by-step $$$$
- Exploding Attack Vectors $$$$
- Move to the Cloud $$$$
- **Powered by AI $$$$**

1. **ZERO TRUST Strategy**
2. **treat CYBER Attacks like PHYSICAL**
3. **ensure 24X7 readiness with TRIAGE**
4. **Cybersecurity Platform AI powered**
5. **involve people with expertise**

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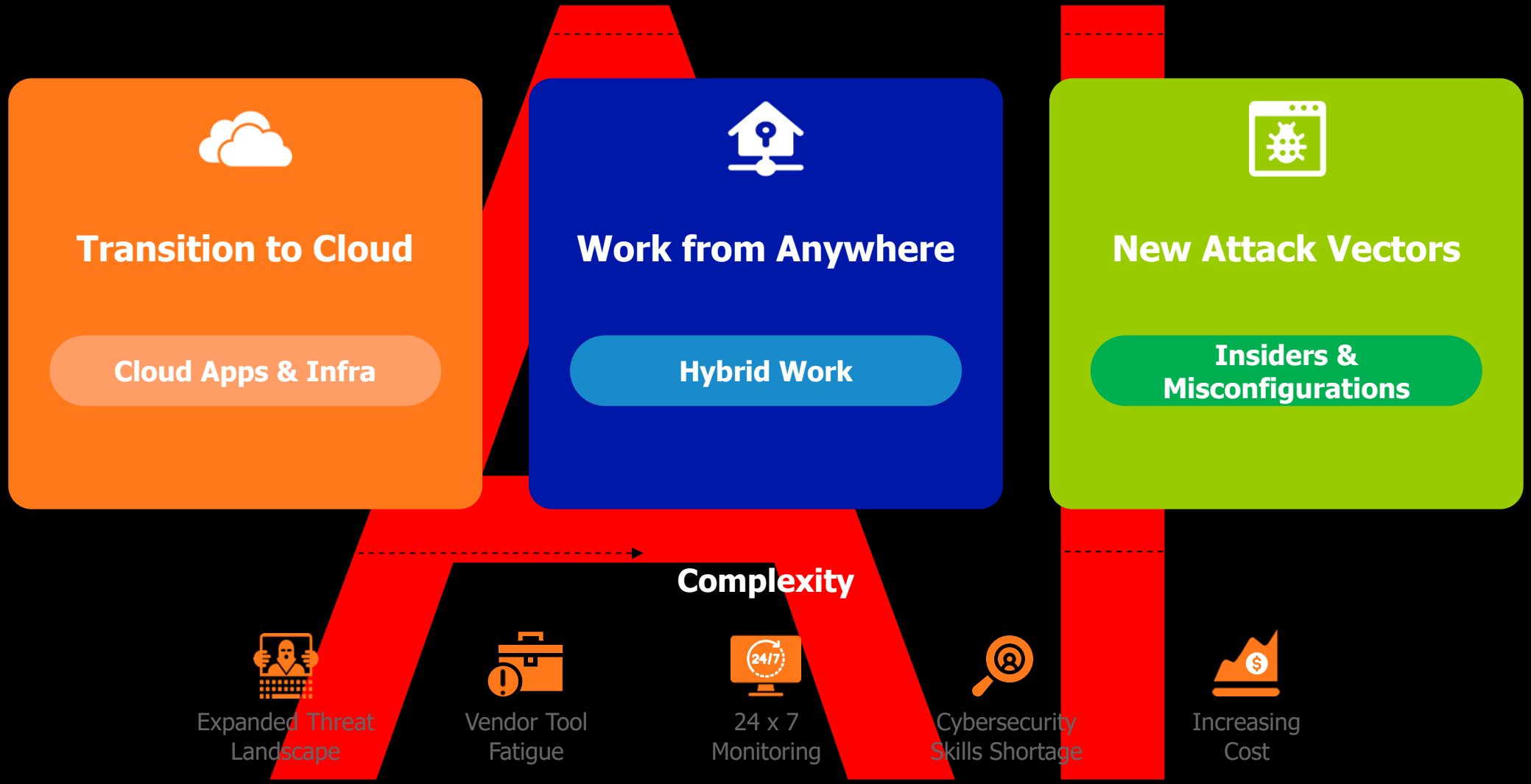
# The Complexity Challenge

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# Cybersecurity being VULNERABLE as a Standard 2024

- 45.000 Exchange Servers were accessible online in Germany
  12.000 of them were vulnerable to CVEs
  after 6 month more than 1/3 were still not patched

- Fortune 50 Company paid record ransom of 75M USD

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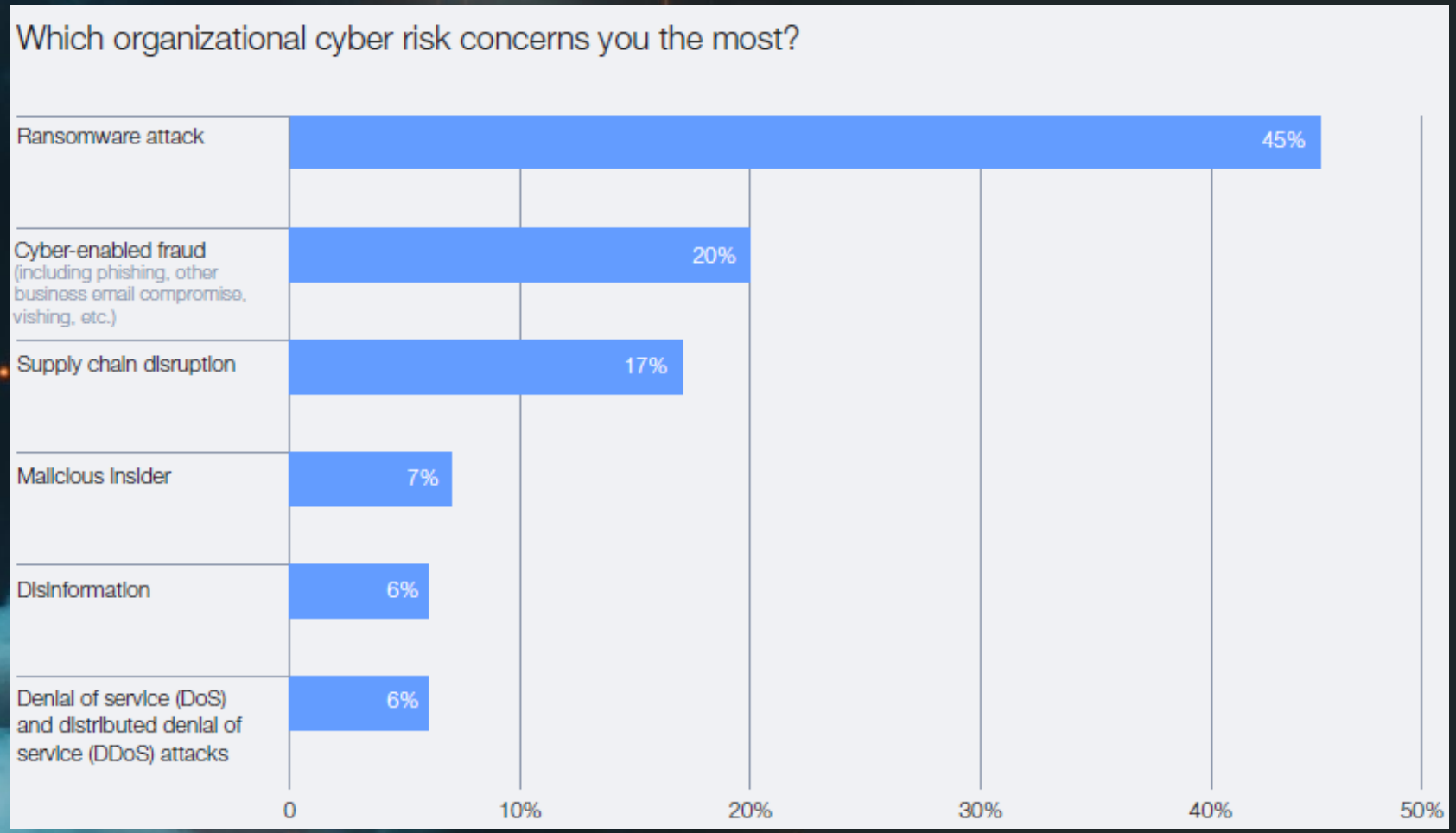
# World Economic Forum - Cybersecurity Outlook 2025

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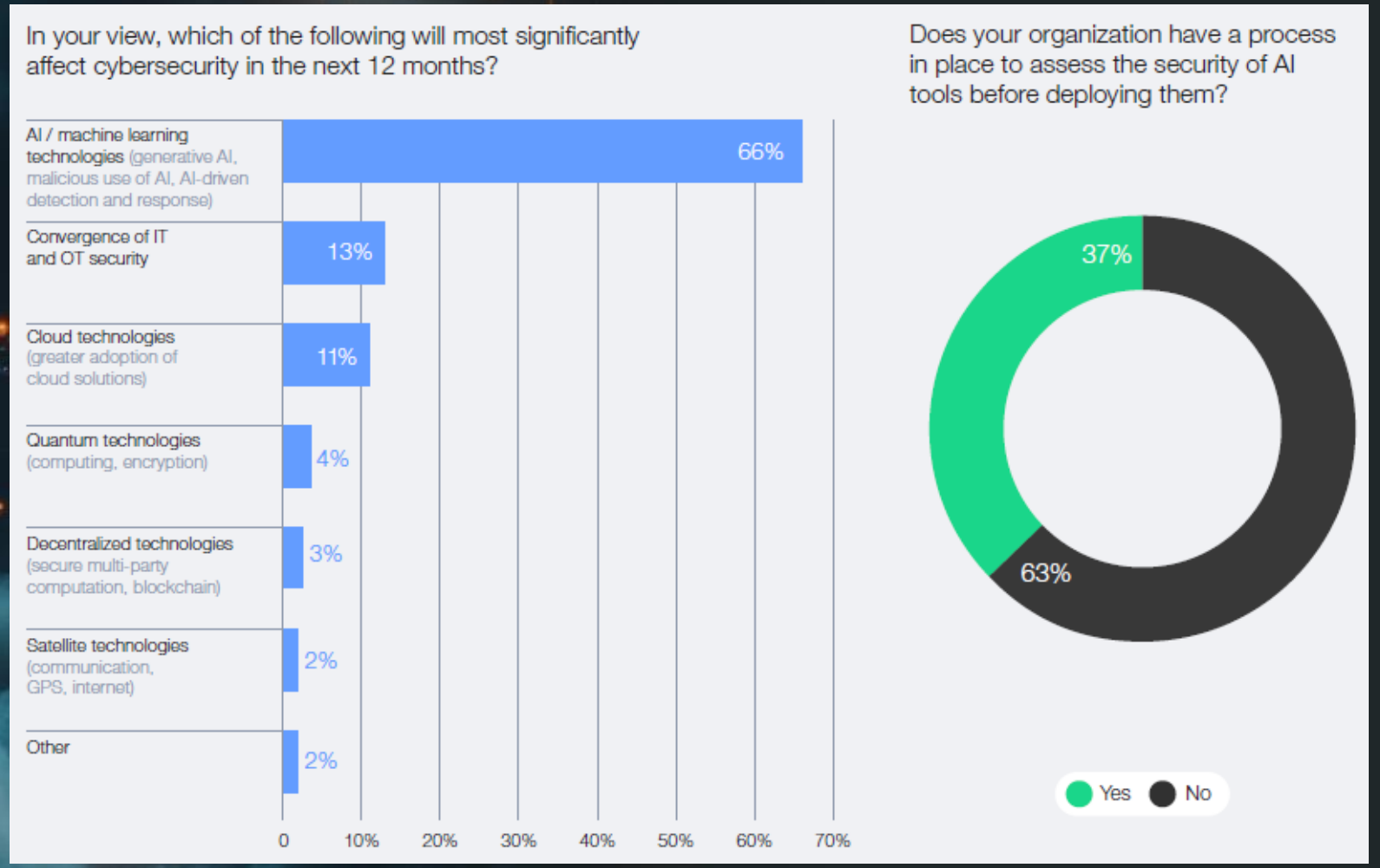
In collaboration with Accenture

Global Cybersecurity Outlook 2025

WORLD ECONOMIC FORUM

# World Economic Forum - Cybersecurity Outlook 2025

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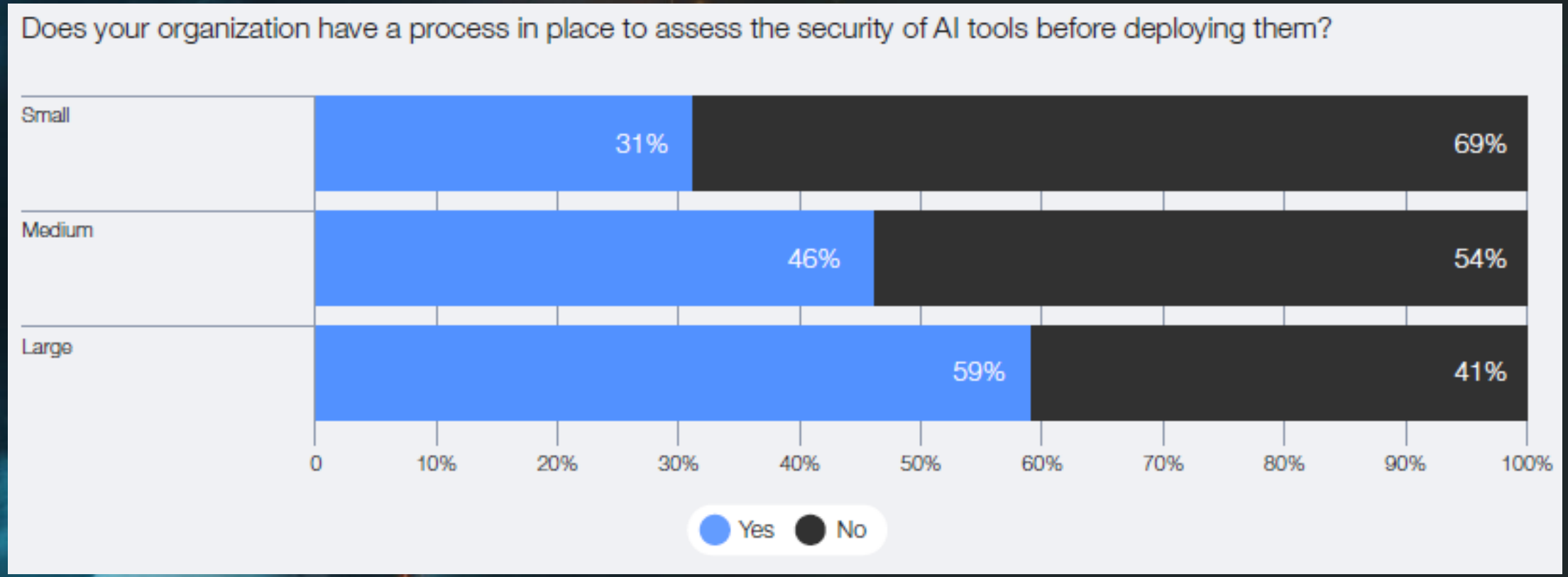
Global Cybersecurity Outlook 2025

WORLD ECONOMIC FORUM

# World Economic Forum - Cybersecurity Outlook 2025

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Global Cybersecurity Outlook 2025

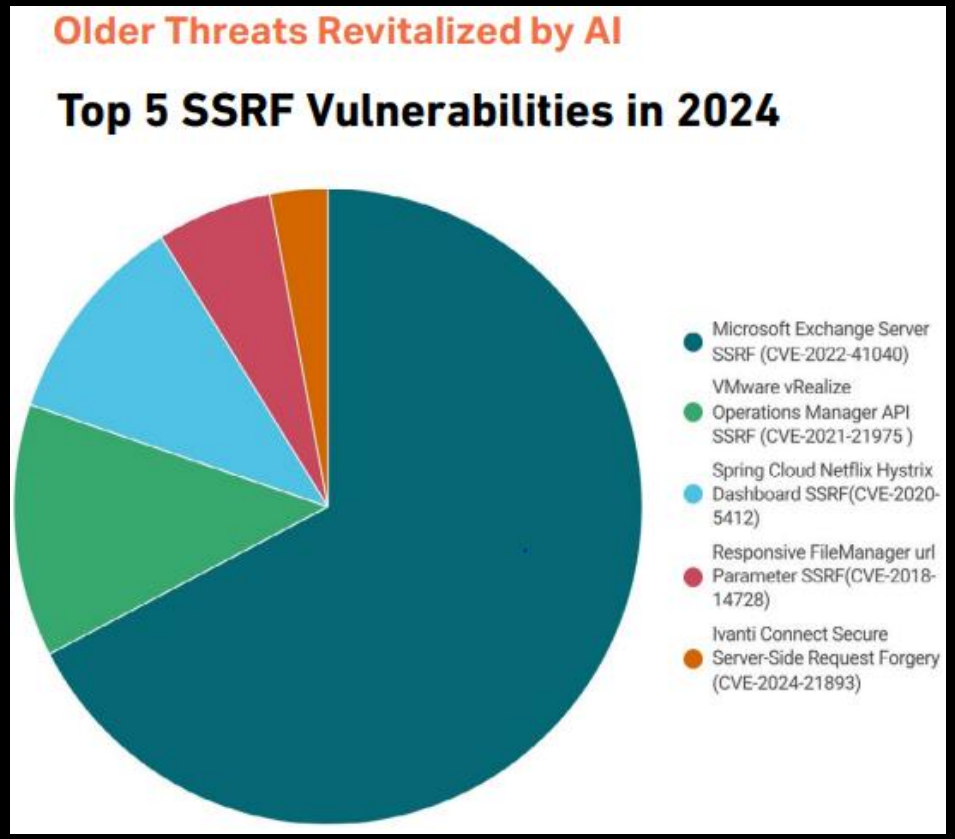
WORLD ECONOMIC FORUM

# 2025 SonicWall Cyber Threat Report

The introduction **of AI-powered tools**, particularly those leveraging natural language processing (NLP) and generative models, has reduced the technical barrier to entry.

- **Locating Unpatched Systems**: AI-powered scanners identify legacy systems with unpatched SSRF vulnerabilities, even in large, complex infrastructures.
- **Automating Exploit Chaining**: AI streamlines the process of chaining SSRF with other vulnerabilities, creating automated workflows for privilege escalation and lateral movement.
- **Evading Detection**: AI enhances obfuscation techniques, making SSRF payloads harder for security solutions to detect.

**Server-Side Request Forgery (SSRF) attacks** have long been a favored tool in cybercriminals' arsenals.

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# 2025 SonicWall Cyber Threat Report AI PoV

## AI PoV

- Attackers are increasingly abusing trusted system tools like PowerShell and cmd.exe to evade detection, advanced threat hunting and behavioral monitoring are essential to counter LOLBin abuse.
- IoT devices with weak security flood critical sectors, targeted attacks using botnets like Reaper will surge, highlighting the urgent need for stronger security frameworks and proactive monitoring.
- The global average cost of a data breach surged to $4.88 million in 2024, marking the largest annual increase since the pandemic.

**Implement Real-Time Patch Management** - Organizations with poor patch management hygiene are highly vulnerable to cyberattacks. By continuously scanning for and applying patches, businesses can prevent ransomware infections, data breaches, and system compromises before threat actors can take advantage of known weaknesses.

**Adopt a Zero Trust Security Model** - Threat actors leverage AI and automation to infiltrate networks. Security teams need to enforce strict access controls, assume no implicit trust, and validate every access request.

**24/7 SOC Services for Real-Time Threat Protection** – MSPs/MSSPs should partner with security vendors offering SOC services and 24/7/365 monitoring because cyber threats evolve rapidly, with attackers exploiting vulnerabilities within hours of discovery. Continuous monitoring ensures real-time threat detection, rapid incident response, minimized downtime, protecting clients from costly breaches and operational disruptions.

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# Company overview

## Over 30+ years relentless focus on cybersecurity

**Global Footprint**

**500,000+** customers in 215 countries and territories

**Industry Veteran Team**

Trusted **+30-year** veteran of the cybersecurity industry


**End-to-End Portfolio**

Comprehensive cybersecurity **product and service platform**

**Global Threat Intelligence Network**

Hundreds of terabytes, artifact threat data

**100% Channel**

17,000+ global channel partners

**Cybersecurity Innovation**

More than **300 innovative patents** granted, including RTDMI™

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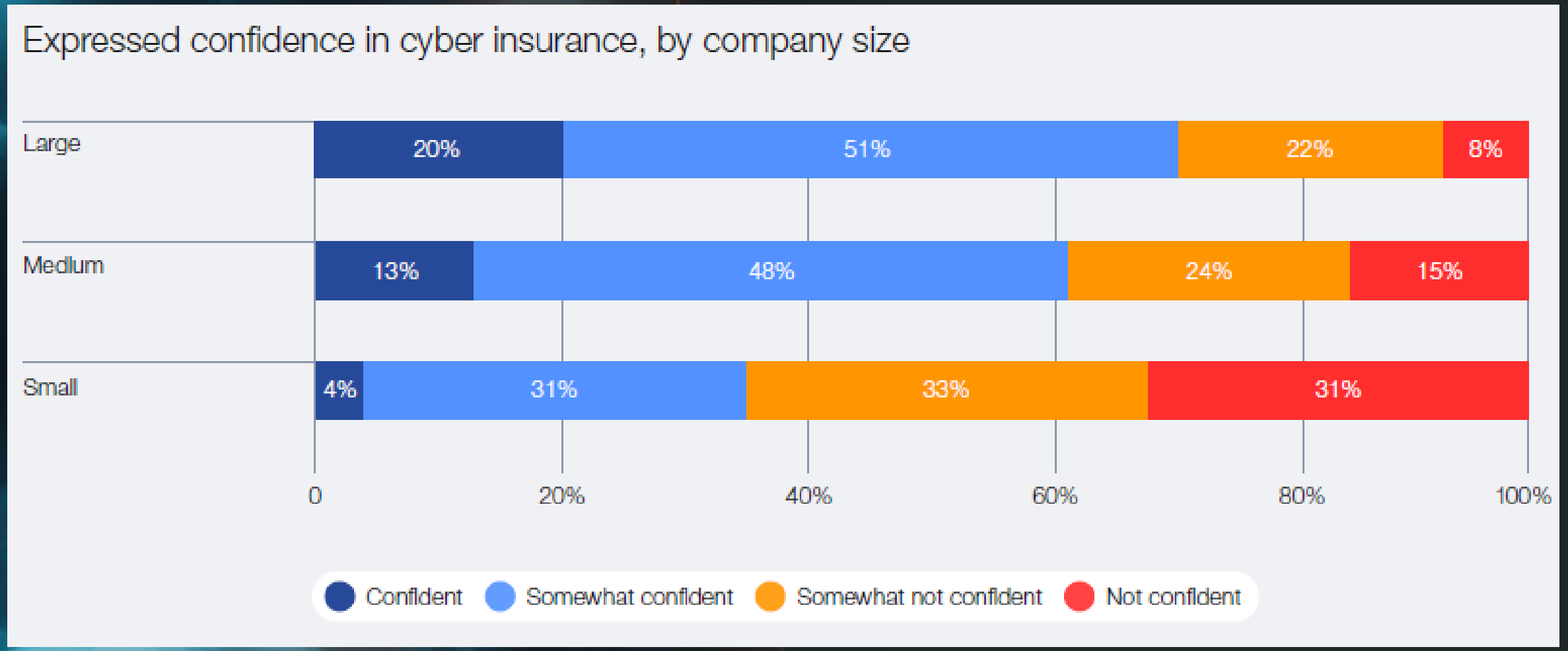
# World Economic Forum - Cybersecurity Outlook 2025

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Global Cybersecurity Outlook 2025

# Our talk less listen more approach

## The industry first CYBER WARRANTY for Firewalls + MXDR

| Offering | Embedded Warranty | Cyber Insurance |
|---|---|---|
| Firewall | $100,000 | n/a |
| Managed firewall | $200,000 | n/a |
| MDR + Managed Firewall + Cloud Threat Analytics | $500,000 | Available |
| MDR + Managed Firewall + Cloud Threat Analytics + Cloud Email Security | $1,000,000 | Available |

soon

| | Control | Description | $500K Program | $1M Program |
|---|---|---|---|---|
| From SonicWall | MDR | MSS MDR | • MDR | • MDR |
| | Next Generation Firewall | Gen 7 or later firewall | • Gen 7 | • Gen 7 |
| | EDR | Any MSS-compatible and up-to-date EDR offering | • EDR | • EDR |
| | Cloud Threat Analytics | To verify that multi-factor authentication is in place | • CTA | • CTA |

soon

# CYBER WARRANTY for all:

## RESILIENCE FOR SMB + ENTERPRISE Organizations

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Hear more on how it works from your Sales Rep!

# NEVER ALONE. RELENTLESS SECURITY.

## Product Portfolio

### High end: NSsp series

Designed for large distributed enterprises, data centers and MSSPs, offering high-speed protection, high port density and up to 100 Gbps firewall inspection throughput.

### Mid range: NSa series

Industry-validated security effectiveness and performance for mid-sized networks, branch offices and distributed enterprises.

### Entry level: TZ series

Integrated threat prevention and SD-WAN platform for home, small/medium organizations and SD-Branch deployments.

### Virtual: NSv series

Virtual firewalls with flexible licensing models to shield all critical components of your public and private cloud infrastructure.

### SonicWall Switch

Delivers intelligent switching for next-Generation secure connectivity of SMB and SD-Branch deployments.

### Email Security

A multi-layered solution that protects Against advanced email threats; delivered.In appliance, VM and cloud SaaS form Factors.

### SonicWave Series

Security and performance build for the next wave of wireless devices, managed through the cloud or firewall with Wi-Fi 6 capable.

### SMA Series

Simple, policy enforced secure access to Network and cloud resources.

### Cloud Secure Edge

SSE solution that securely connects users to applications, resources and infrastructure while protecting them from internet threats.

### Capture Client

Unified client platform that delivers multiple Endpoint Detection & Response (EDR) capabilities.

### Network Security Manager

Deploy and manage all your firewalls, connected switches and access points, from one easy-to-use dashboard.

### Wireless Network manager

Leverage the ultimate flexibility and reliability of the cloud with SonicWall Wireless Network Manager.

### Analytics

High-performance management and reporting engine for your network.

### Managed Security Services – MDR, CDR & NDR

Reduce risks and costs with a SonicWall SecureFirst Managed Security Service Provider. Ensure your network is secure and compliant with flexible managed services, including health and performance monitoring, configuration management, and security alerts.

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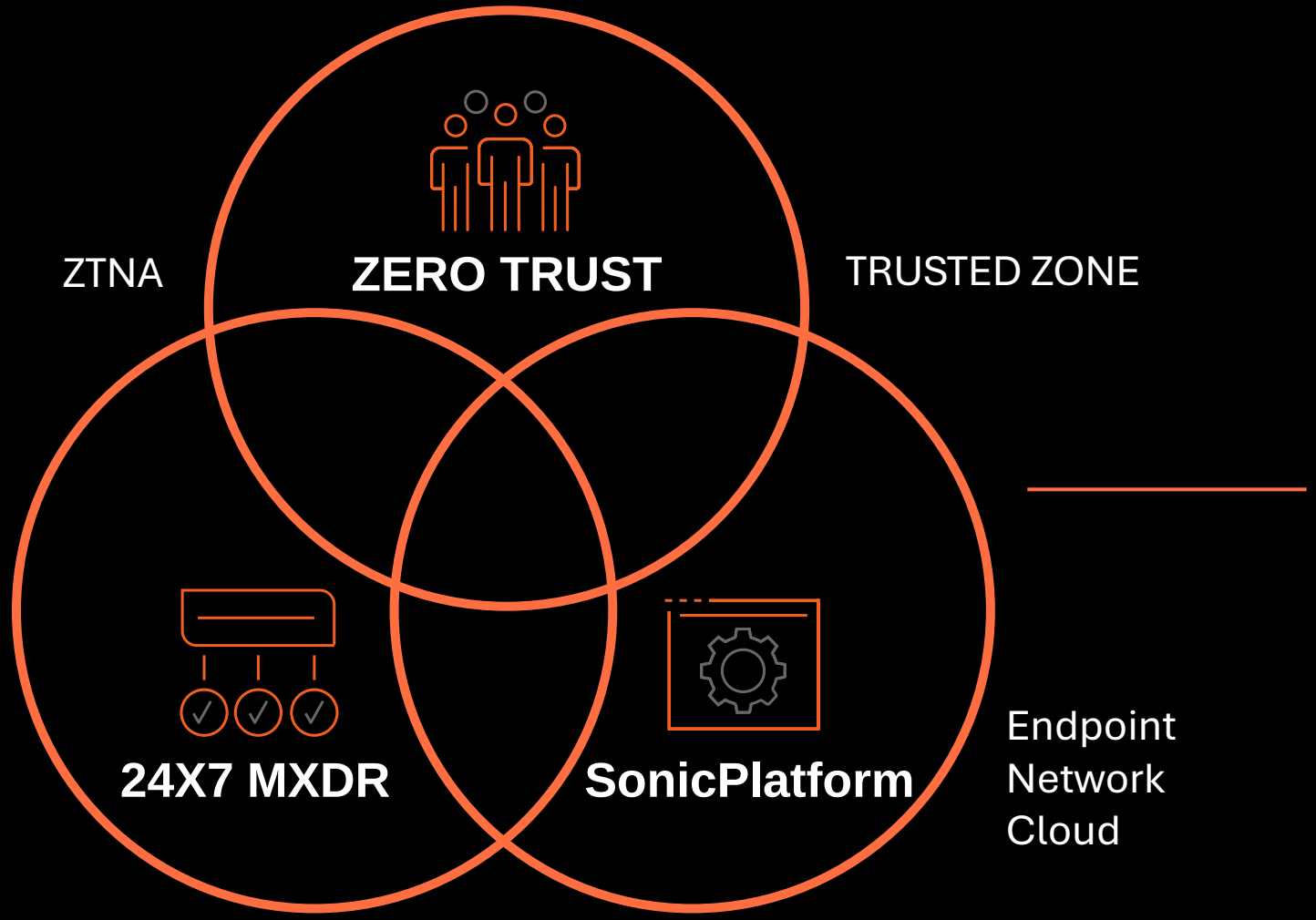
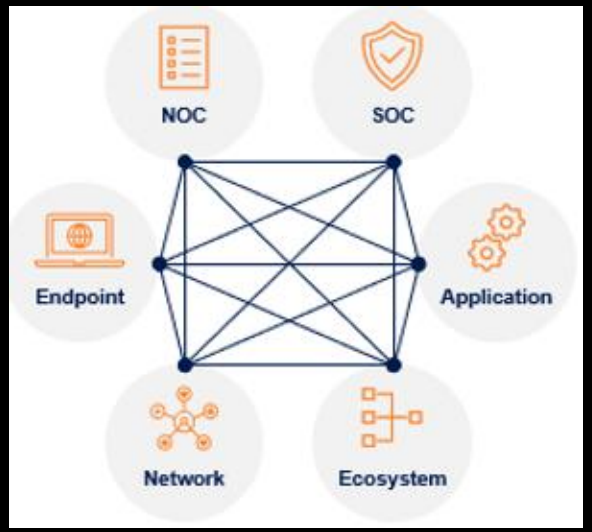
# Result of our talk less listen more approach

way more data in the cloud on applications than on-prem




## ZT Strategy with 24X7 MXDR and holistic Cybersecurity Platform

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# USE CASES FOR CSE

Modernize Firewall/VPN with ZTNA

Protect against Internet Threats and Credential Compromise

Secure high-risk users (3rd Parties / BYOD / M&A)

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# Build your TRUSTED ZONE

**TRUSTED ZONE** Firewall – TZ80


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# DEPLOYMENT TYPES

Small form-factor deployment


Threat Protection for SOHO & Internet of Things

Secure WAN Connectivity Only

Edge & Branch Deployments (Secure WAN Connectivity + Threat Protection)

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# Network Security Portfolio

| NSv Series | TZ SOHO Series | TZ Series (Entry-Level) | NSa Series | NSsp Series | Cloud Secure Edge |
|---|---|---|---|---|---|
| NSV | TZ80 | | | | |
| Private / Public Cloud | IoT, SOHO, Micro SMB | IoT, Micro SMB, SMB / Branch | Mid Enterprise / Branch | Distributed Enterprises / Standalone Data Center / Enterprise | SMB / Enterprise |
| FIPS, Marketplace/New RTM | Standard, subscription-based licensing | Standard, PoE, FIPS, Embedded Wireless* | Standard, 1 RU, FIPS | Standard, 1/2 RU, FIPS. High port density, 25G / 40G / 100G SFP, FIPS | Cloud-delivered Firewall / Zero Trust Access |
| **1 – 8 Gbps Threat Performance** | **Sub 1-Gbps Threat Performance** | **1 – 4 Gbps Threat Performance** | **5 – 30 Gbps Threat Performance** | **50 – 80 Gbps Threat Performance** | **Available via Global PoPs** |

Global Threat Intelligence | Unified Management, Reporting & Analytics | Consistent Experience

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# MANAGEMENT AND ZERO TRUST EDGE

NSM 2.6 and SonicOS 8


Centralized SaaS Management

Zero Touch Provisioning & Config Templates for mass deployment

Flexible Licensing with 30, 90, 365 days of log retention & analytics

TZ80 + 

Cloud Secure Edge Connector

Enables secure private access to remote applications using zero trust capabilities

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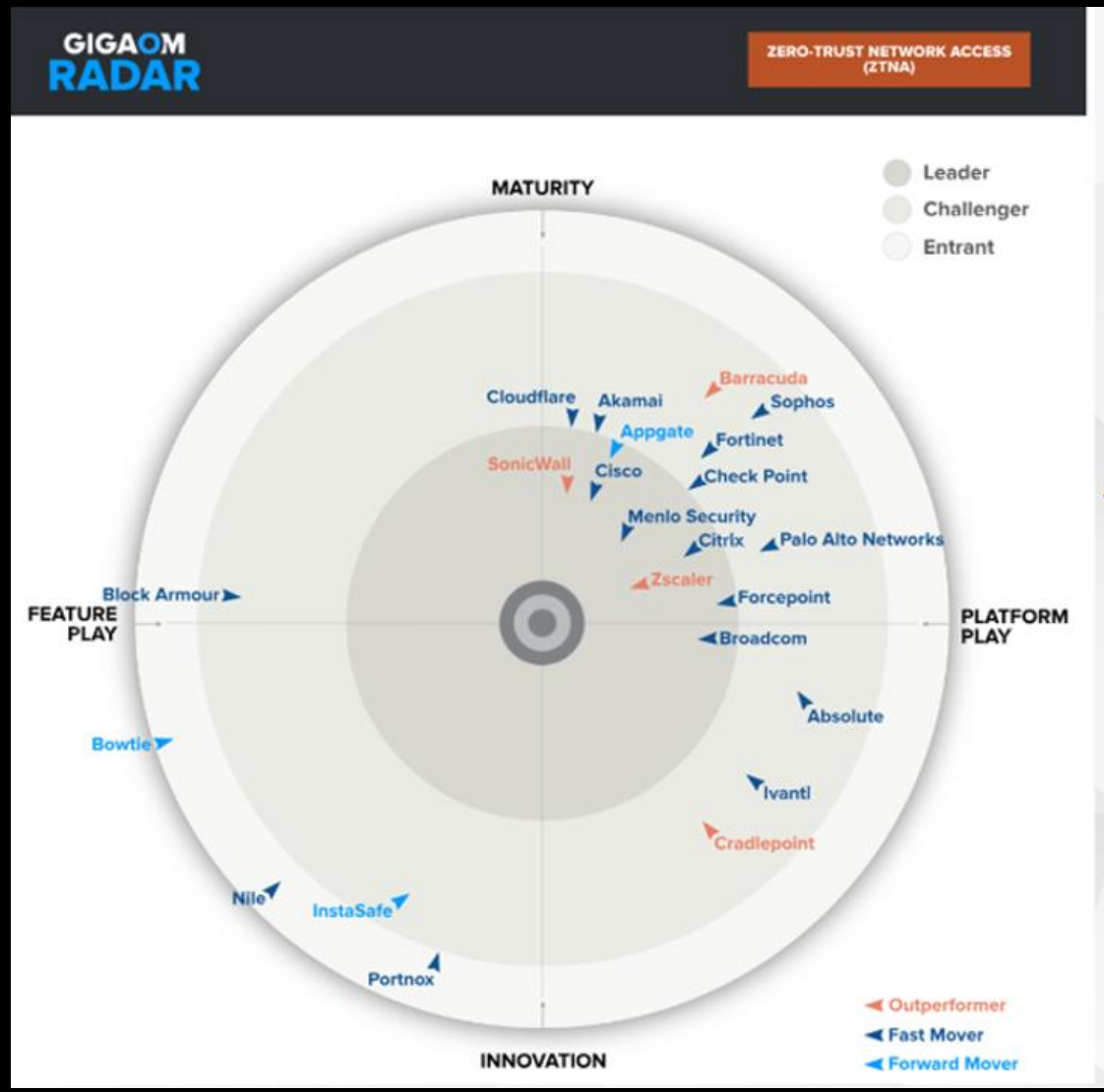
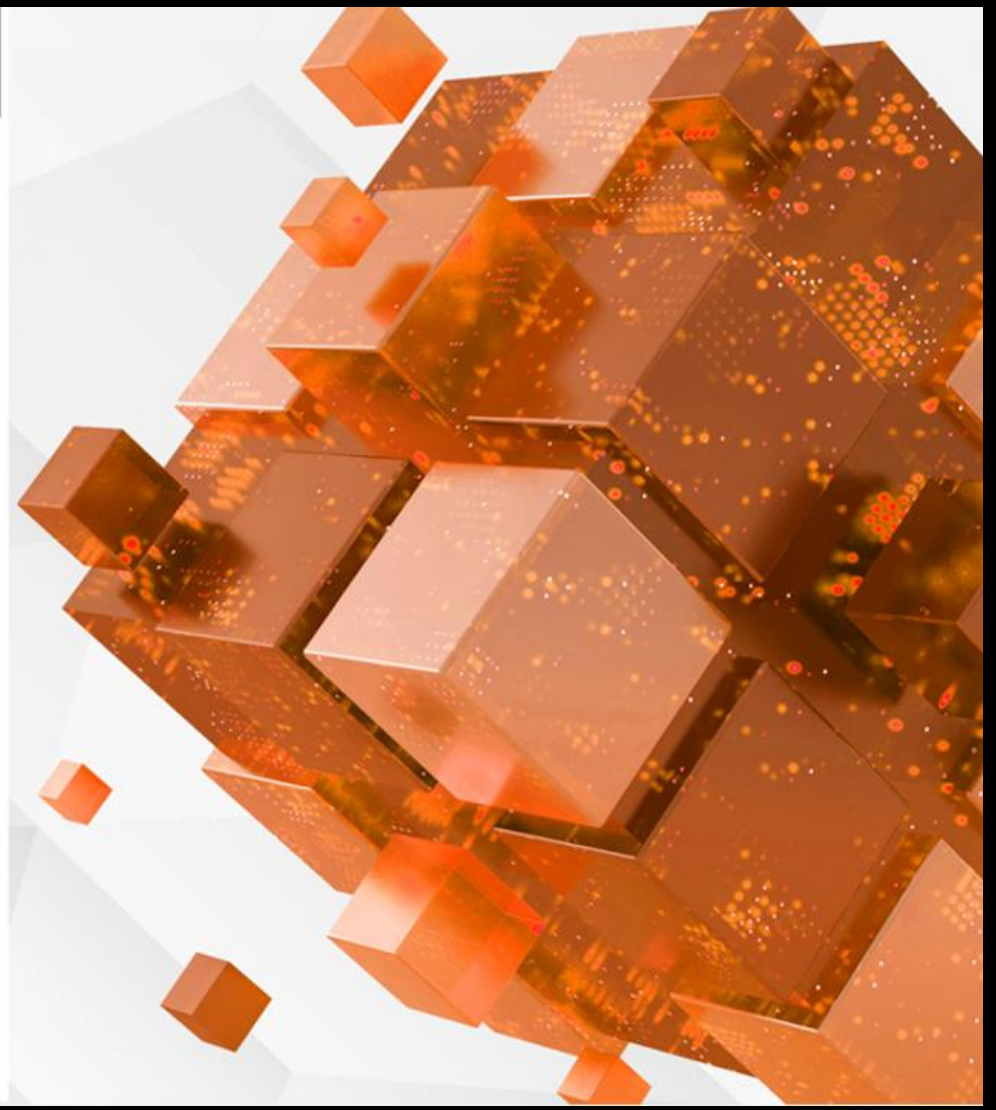
# ZTNA Outperformer



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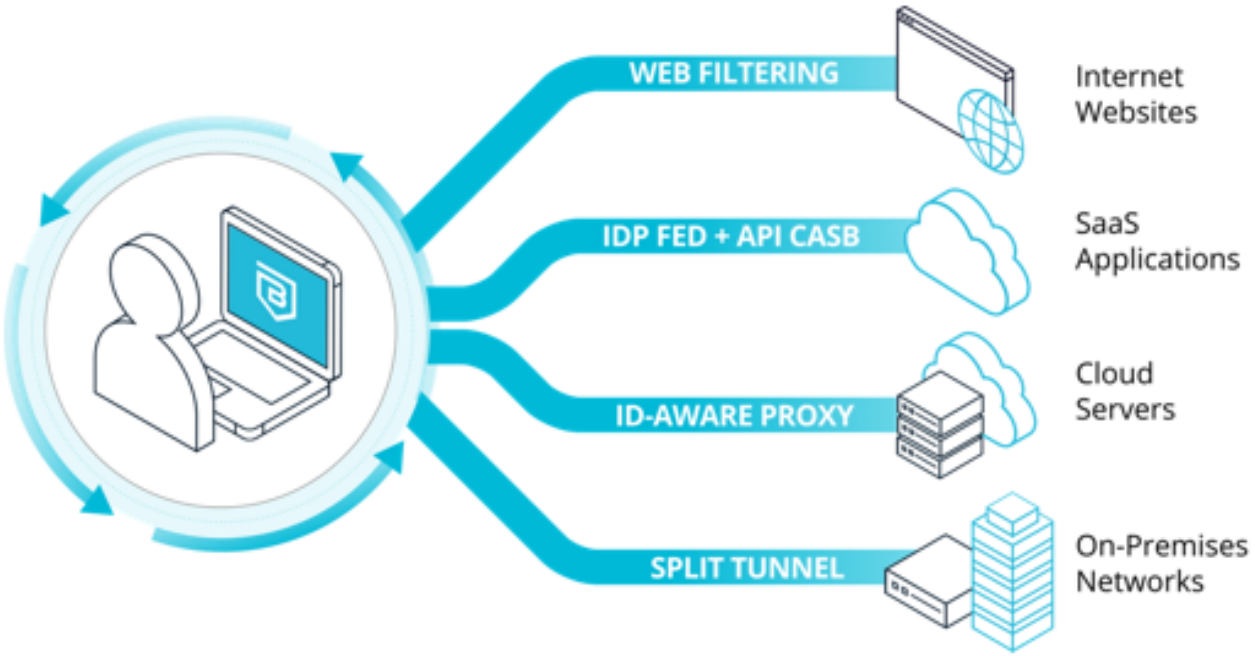
# Zero-Trust Network Access

## Secure Access for Modern Enterprise

### Cloud Secure Edge

Intelligent routing | Always on, not always inline|
Great performance & UX

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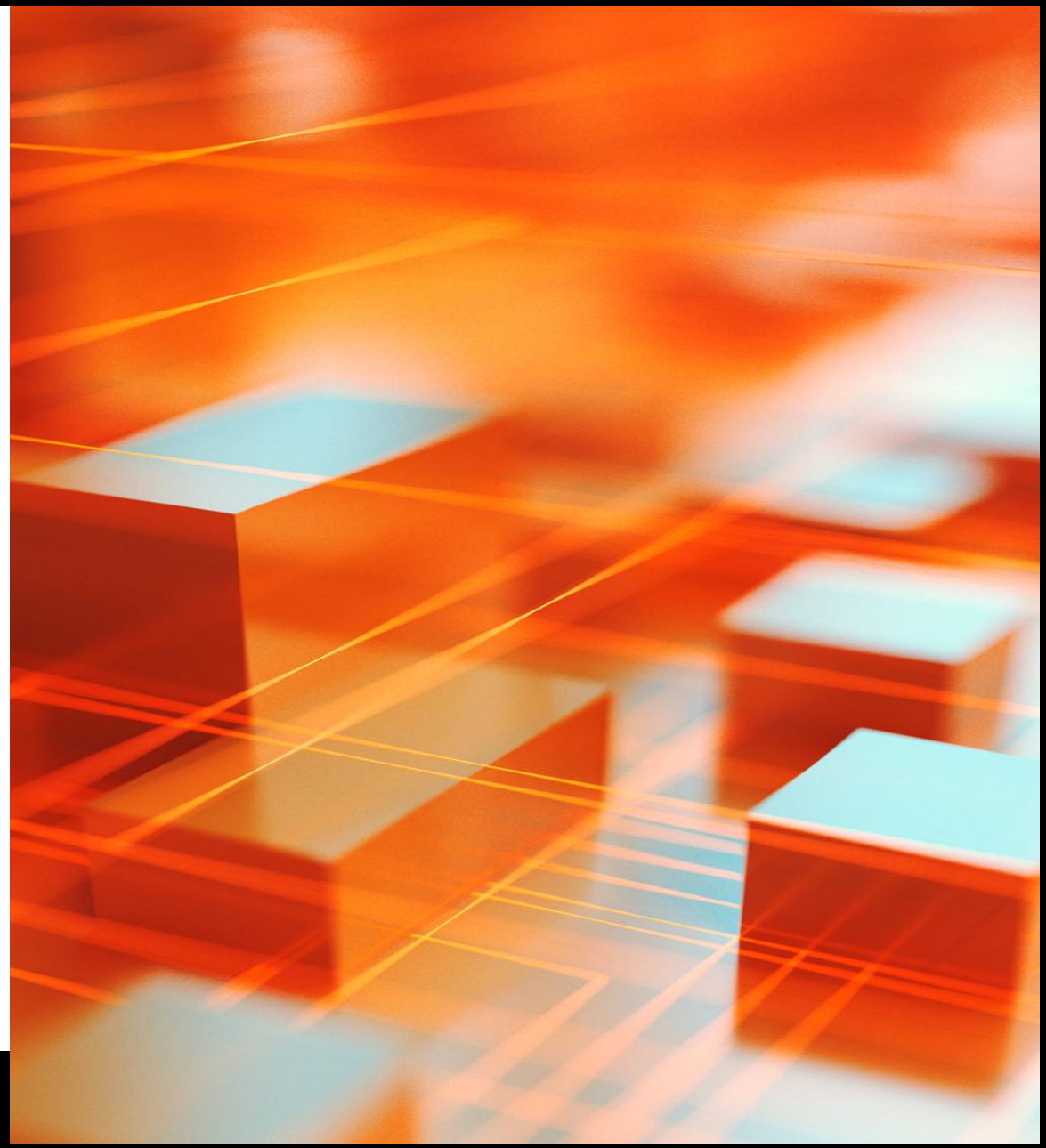

# SONICSENTRY 24/7 MXDR

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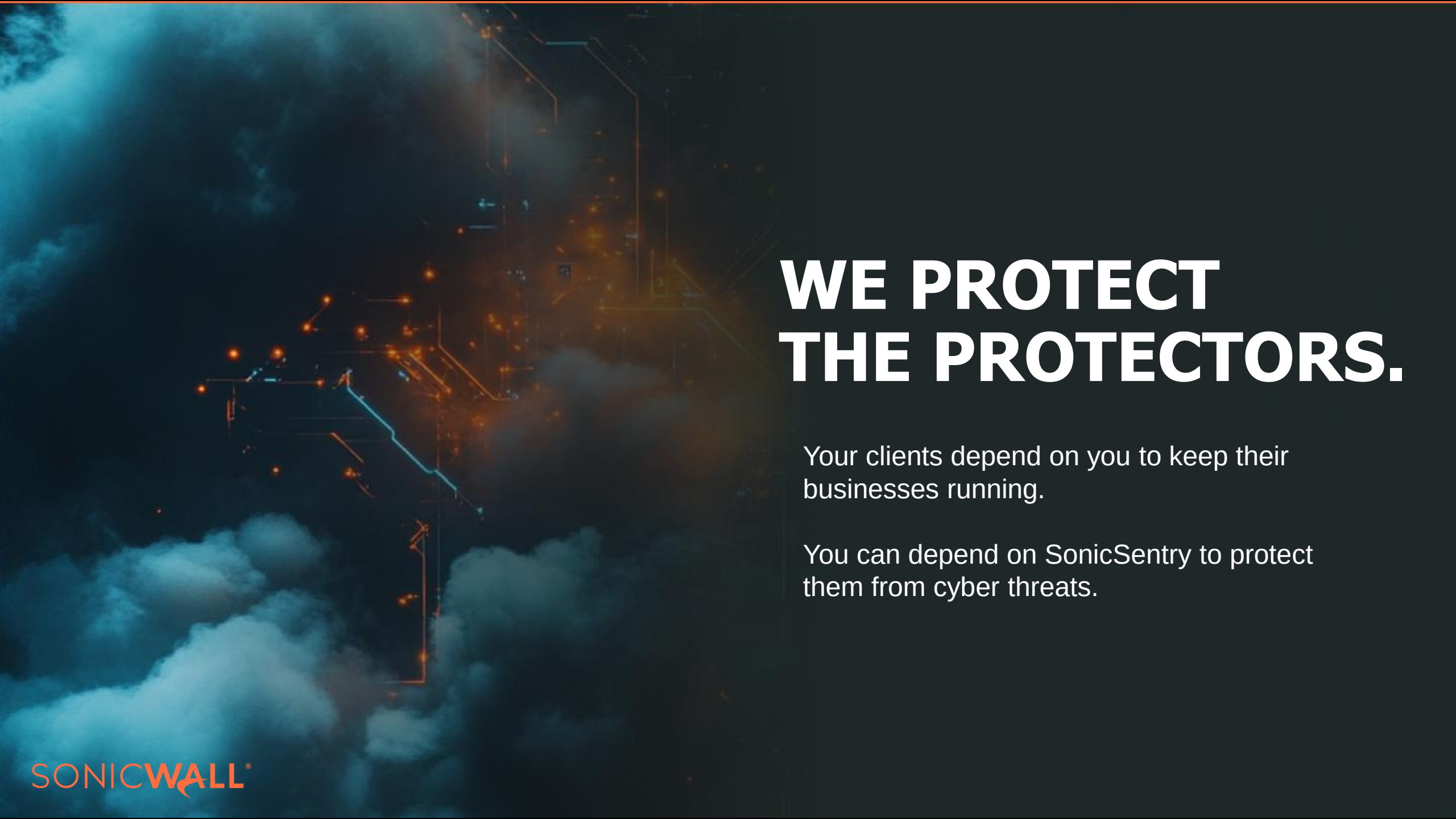

# WE PROTECT THE PROTECTORS.

Your clients depend on you to keep their businesses running.

You can depend on SonicSentry to protect them from cyber threats.

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# HACKERS DON'T KEEP BUSINESS HOURS.

**76%** *of ransomware attacks occur outside of normal business hours.*

*The SonicSentry SOC sees the most critical alerts between* **3-6 am**

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# DO YOU STRUGGLE WITH...

## Time to Respond

Alerts that come in overnight or on weekends may not be dealt with right away, allowing attackers more time to execute and leading to larger incidents.

## Alert Fatigue

Many alerts are false positives.

The constant barrage of alerts can mean an important alert gets overlooked.

## Need Cyber Expertise

Most MSPs help clients with all IT services, down to installing printers.

They often lack deep and specific cyber threat knowledge to understand which alerts are more important and recognize patterns in alerts.

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# DEFENSE ACROSS THE ATTACK SURFACE

## SonicSentry Managed XDR

Alert Management · Threat Hunting · Threat Mitigation
Log Retention · Reporting

## MDR for Endpoint

*Protection and response for endpoints*

CROWDSTRIKE

Capture Client

SentinelOne

Microsoft Defender

SOPHOS

## MDR for Network

*Protection and response at the perimeter*

*Any network device from any maker*

## MDR for Cloud

*Protection and response for cloud apps and email*

**Cloud Email Security**

Microsoft 365

Google Workspace

**Cloud Threat Analytics**

slack

Dropbox

salesforce

# EASY TO DO BUSINESS

**No Contracts**
Experience superior service without a long-term commitment

**No Minimums**
Easy onboarding no matter how many seats you support, and easily scale up or down as needed

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# SonicSentry MDR Key Benefits

**24x7**
**Expert Monitoring**

Around the clock monitoring for alerts and immediate mitigation of threats

**2x Monthly**
**Configuration Audits**

Ensures proper configuration across endpoints to meet best security practices as well as compliance requirements

**Reduce Your**
**Alert Fatigue**

The SOC team will notify you of alerts that need follow up, leaving your team free to manage client relationships and broader remediation

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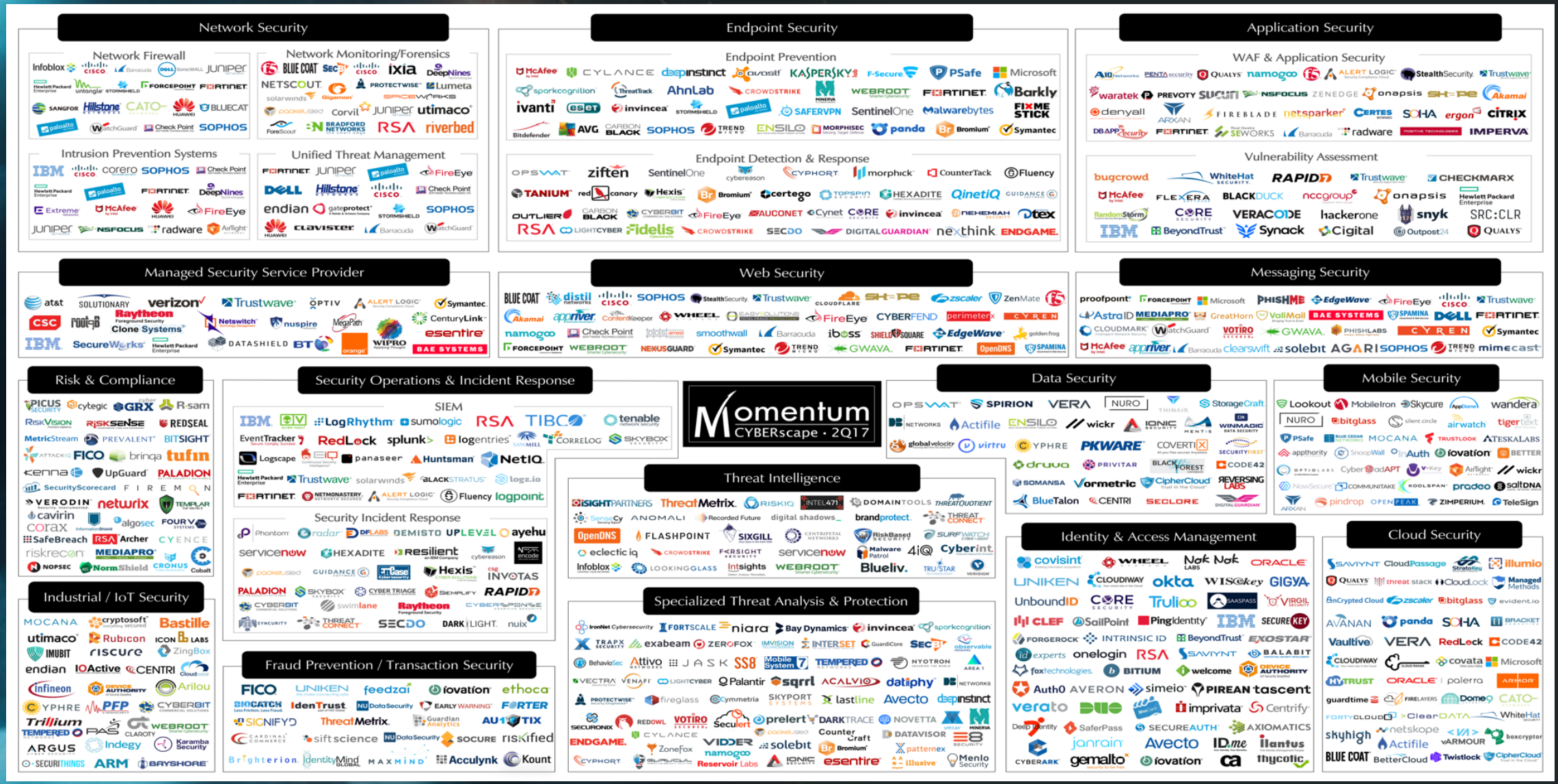
# Trend AWAY FROM THE vendor buffet

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# CONSOLIDATION TO A PLATFORM APPROACH

**2004**
Best of Breed

**2014**
"Some" Integration

**2024 +**
Best of Suite

**Journey to Platformization**

3000+ Vendors

50+ Vendors


3 – 5 Platforms


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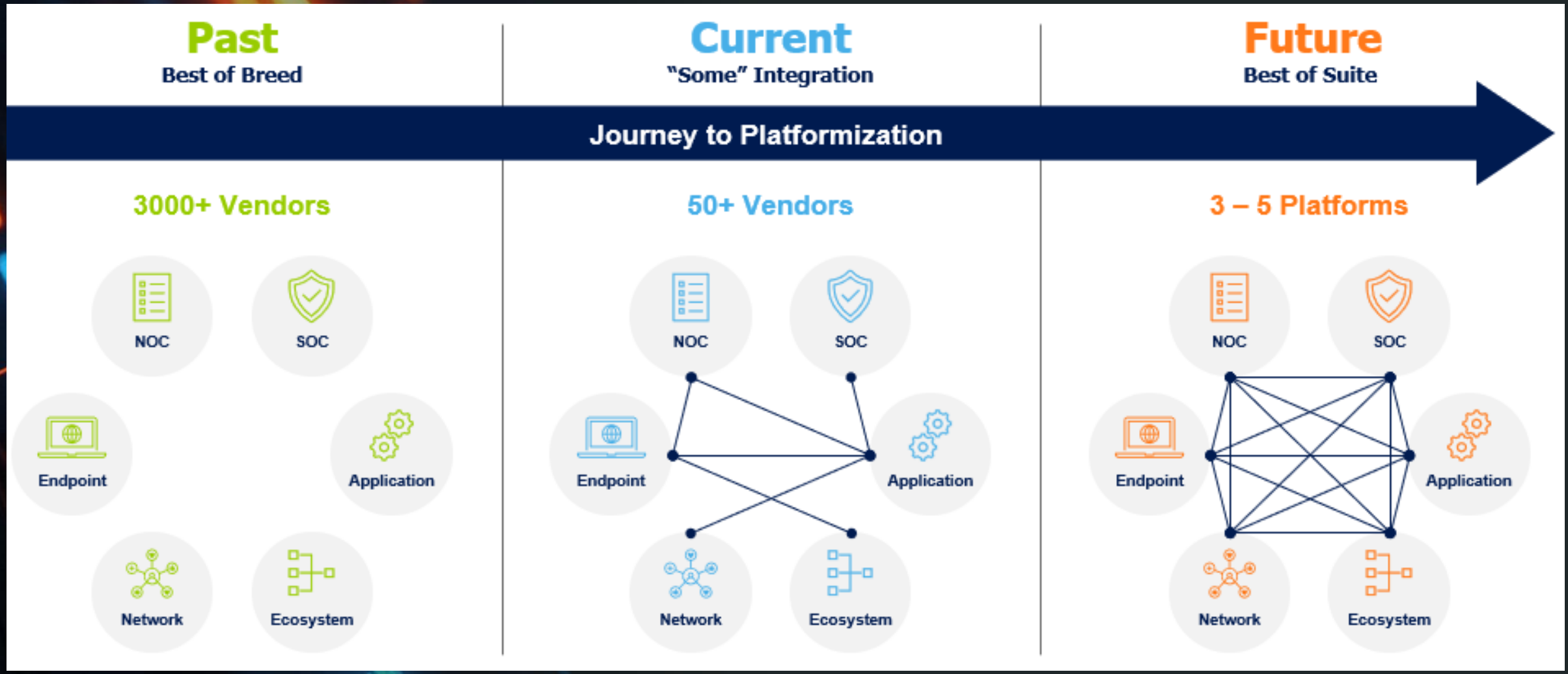
# CONSOLIDATION to a PLATFORM APPROACH

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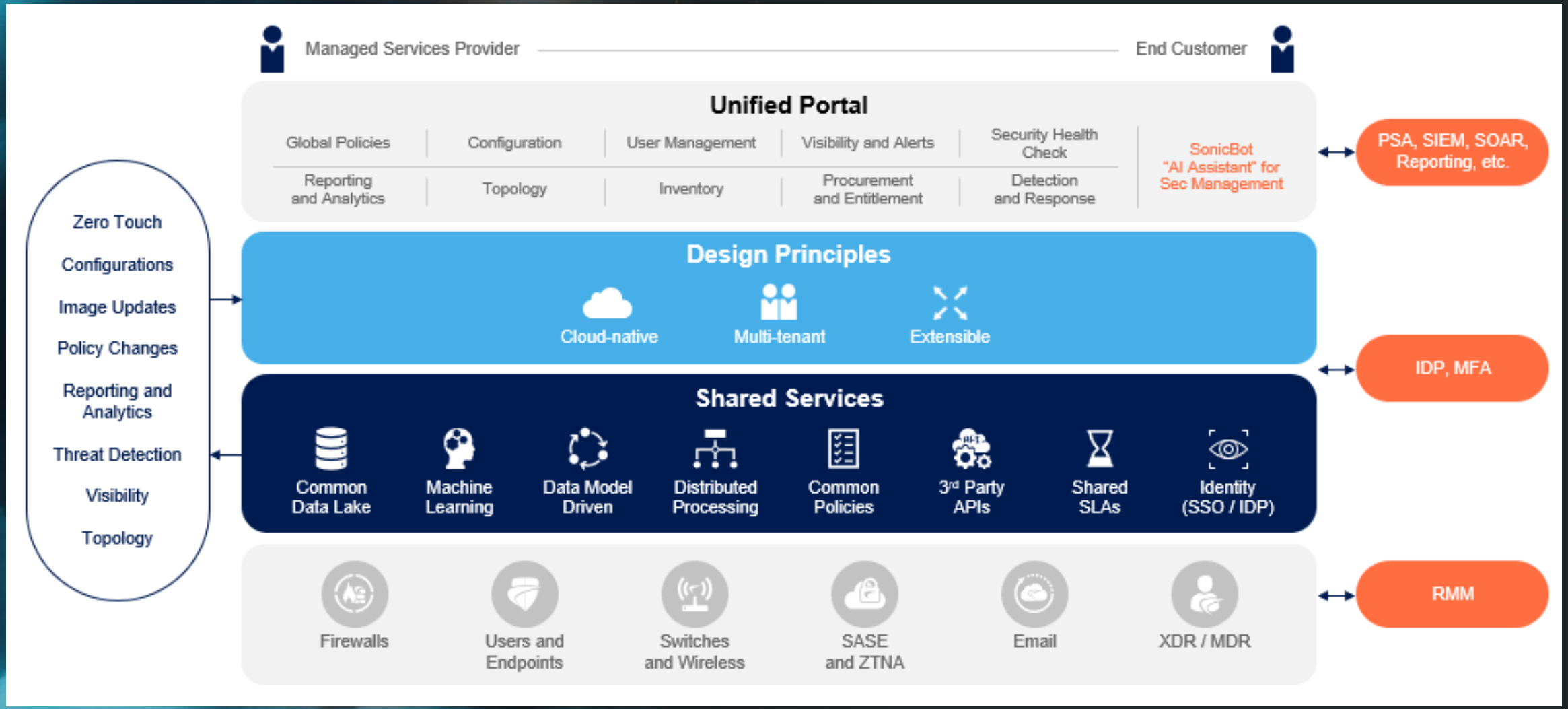
# CONSOLIDATING TO SONICPLATFORM

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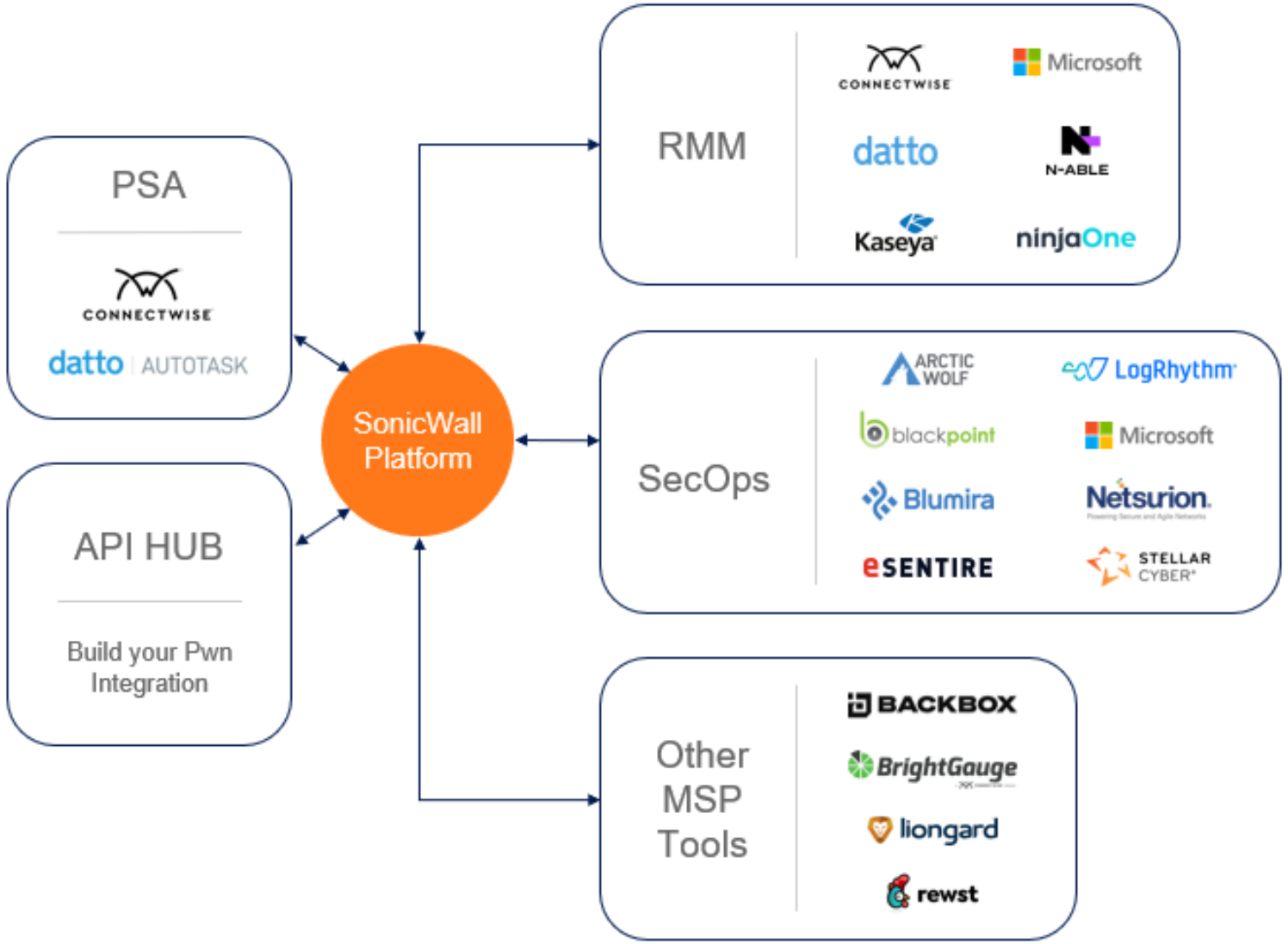
# 3RD PARTY INTEGRATION CHANNEL REQUIREMENTS

## Enable Ease of Management

1. **MSP automation** – Billing, Provisioning, Ticketing, Monitoring & Reporting
2. **Extended** Threat Detection and Response (In-House or Partner SOC)
3. **Open** APIs to Build Your Own Integration



Trusted CYBERSECURITY Advisor

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# Economy Days 2024/2025

Cybersecurity Panel

## Federal Cybersecurity Commission

**Economy Day 2025, May 12/13**

**Economy Day of Innovations 2025, Nov 5**

**Building the Cybernation Germany 2025, July 9/10**

# EDI 2024

Cybersecurity Panel


WIRTSCHAFTSRAT Deutschland

Allianz für Cyber-Sicherheit

# Trusted CYBERSECURITY Advisor

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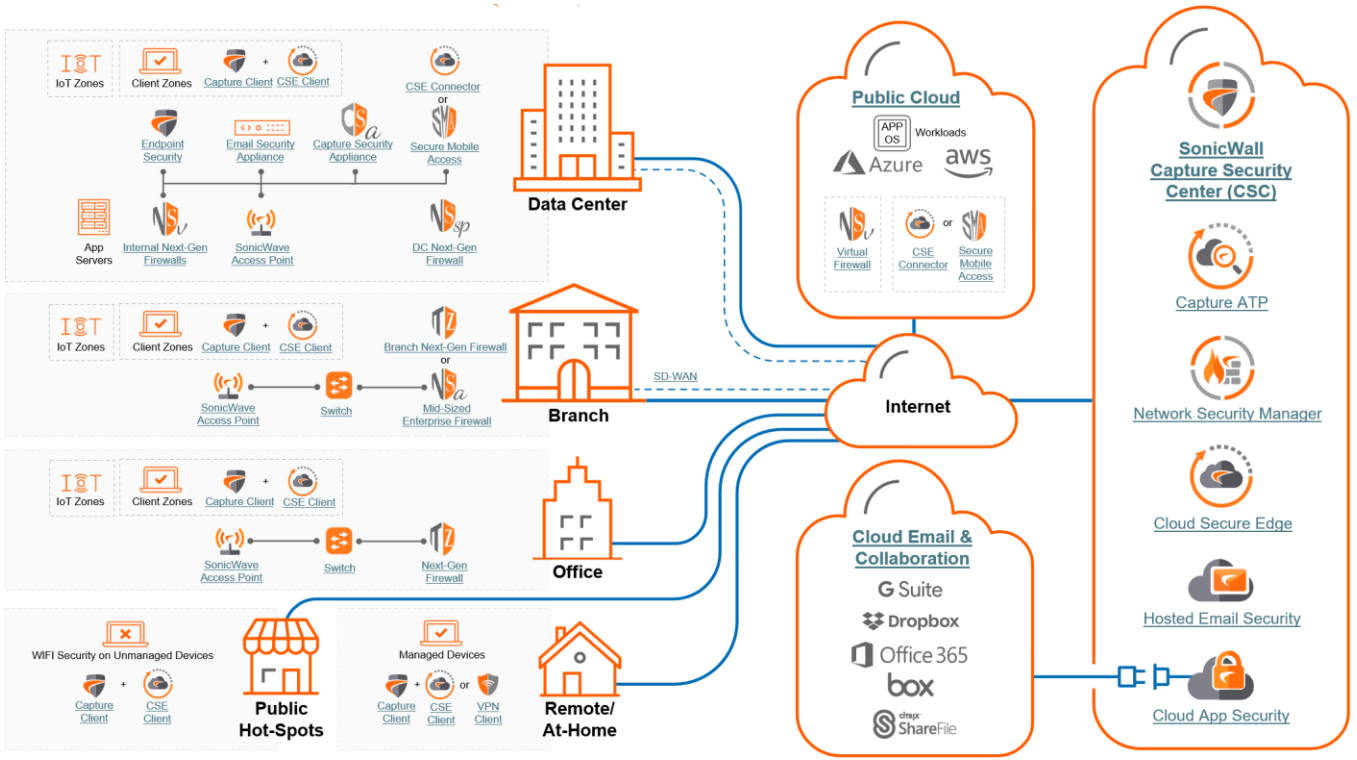



## Security Architecture

**Analysis of Status quo, now & mid-term**

entire IT-Architecture

Data, Internet bandwidth

Inventory → all products & applications

**Security Platform**

## Security Standard

**Closure of identified attack routes**

Software CVEs → (virtual) Patching

encrypted Threats → TLS 1.3 Inspection

also expected → MFA, Segmentation

**required for regulations & insurances**

## Security Superior

**Relentless Security[Zero-Trust]**

never before seen Malware → RTDMI

least priviledge access → ZTNA, CSE

always on → 24/7 MXDR, SOC, SIEM

**Advanced & Unknown Threats**

# Feedback

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