

Accessing the XDR Realm

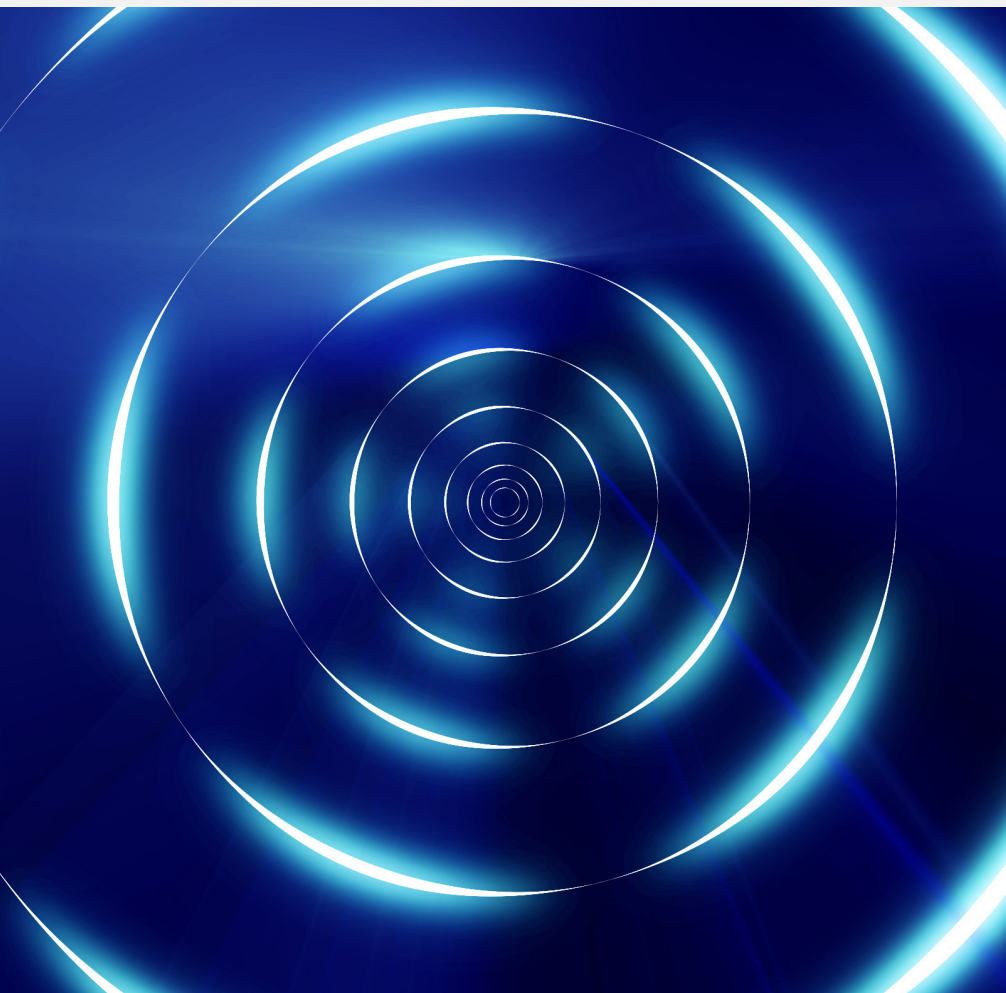
A Guide for MSPs to Unleash
Modern Security



XDR

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01 Today's Top Cybersecurity Challenges

Organizations of all sizes are struggling to keep up with the increasingly complex and treacherous cybersecurity landscape. Threat actors aren't just hunting large corporations; they're aggressively targeting small and midsize businesses – and their business partners – with sophisticated cyberattacks.

Companies can't afford to bury their heads in the sand and maintain the security status quo. Threat actors and their techniques evolve rapidly. Businesses and their trusted managed service providers (MSPs) must respond in kind to protect their environments, devices, users, and data. Therefore, you must adopt security solutions that can adapt and grow at pace with your business and today's expanding threat surface.



“Cybersecurity is not a destination, it's a journey – simply because it's always evolving”

Calvin Engen
Chief Technology Officer at F12.net

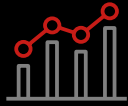
What Are Today's Top Cybersecurity Challenges for MSPs?

Siloed Security

Security solution providers are charged with managing and protecting an ever-increasing number of threat vectors across their customers' corporate networks, endpoints, and identities. With so many different vulnerabilities at play and such a wide range of potential cyberattacks to detect and mitigate, it makes sense to establish a wide breadth of security solutions. However, a broad arsenal of tools can be a double-edged sword if each solution operates independently from the rest. More security products don't mean stronger security.¹

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19%

The number of security tools used by companies has increased by 19% over the last two years



36%

Only 36% of businesses say they're "very confident" when it comes to ensuring that controls are working as intended



64 to 76

The number of security tools used by large enterprises has increased from 64 to 76 applications on average



82%

Moreover, 82% say they've been surprised by security incidents that evaded existing tools

Visibility Gaps

All these siloed tools also make it difficult for MSPs to build a comprehensive view of a customer's security posture. Each tool only provides a limited view into its own area of specialty. Taken together, the result is a collection of puzzle pieces you have to manually classify and attempt to piece together into a complete picture.

Even worse, the process of struggling to fit these puzzle pieces together wastes crucial time in the event of an active cyberattack. If your security administrators have to log in to multiple consoles and switch between a half dozen different tools just to determine what might be happening, threat actors already have a considerable advantage while executing their attack.

MSPs must break down these security silos to reclaim this lost time and have a chance to keep up with fast-paced cyberattacks.

However, unless these tools are implemented by the same vendor, solutions focused on different security areas will rarely provide the interoperability required for effective protection.

Correlation and contextual data difficulties

All security products, such as network solutions, firewalls, endpoint security, or identity tools, have different ways of presenting logs, telemetry, and alerts; they each have a unique format and frequency.

At the same time, making sense of the vast volume of security data gathered from these products can be overwhelming to manage manually, and complex to combine and analyze. It's easy to miss important threat indicators or get bogged down with false positives if you're drowning in data generated by multiple disparate products. This ultimately leads to overlooked threats that put customers at risk.

Integrating multiple security products from different vendors can be complicated and time-consuming, and require specialized knowledge and expertise. Managing these products can still be challenging even when successfully integrated, mainly when dealing with complex and diverse IT environments.

Lack of security automation

As an MSP, your clients rely on you to protect their valuable data and ensure their business stays intact. Without automation, detecting and responding to security incidents can be slow and ineffective, putting your clients at risk of costly data breaches and reputational damage.

- 1 Slow and extended detection times**
Without automated detection, your security teams must rely on manual processes that significantly impact mean time to detect (MTTD), cause missed threats, trigger false positives, and delay incident response times. This delay in detecting security threats can cause your team to miss critical threats and conduct unnecessary investigations into low-level alerts, leading to increased costs and leaving the door open to potential breaches.
- 2 Lack of clarity on appropriate response actions**
How do security admins know what response action they should take first? When an organization experiences a security incident, the speed and accuracy of the response can make all the difference when it

comes to the impact and the scope of the attack. However, without automated response capabilities, it can be challenging to know which response action will resolve the threat and reduce the mean time to respond (MTTR).

Time is gold; slow detection times and inaccurate response actions can facilitate the threat actors propagating the attack across the enterprise and often can result in extended downtime and data loss.

Security automation can help you to provide consistent and effective security services across multiple clients and maintain a standard level of security for all of them.

Security complexity and overloaded IT security teams

As technology advances, IT environments become more complex, with numerous systems, applications, and devices that require constant monitoring and maintenance to ensure security. Additionally, sophisticated threats continue to emerge rapidly, putting immense pressure on MSPs teams to keep up.

MSPs looking for new levels of security telemetry aggregation, correlation, and analysis add to the already massive workloads of their security personnel. Administrators must deal with a constant and growing deluge of alerts and protect an increasingly diversified attack surface in which threats have become more complex to detect.

- 1 Shortage of skilled cybersecurity professionals**
Recruiting and retaining qualified and knowledgeable staff is becoming increasingly difficult due to the climbing demand for highly scarce skilled professionals in the field. In light of this scenario, short-staffed MSPs find themselves struggling to manage a wide range of specialized security solutions while finding the time required to identify and mitigate threats.
- 2 Alert fatigue**
On average, most organizations are dealing with thousands of weekly malware alerts, of which just 19% are considered trustworthy, and only 4% are ever investigated. What's more, some traditional security solutions, far from solving specific use cases, create greater stress and increase service provider workloads by delegating the responsibility for managing alerts and forcing them to classify threats manually.

Recruiting and retaining qualified and knowledgeable staff is becoming increasingly difficult due to the climbing demand for highly scarce skilled professionals in the field.



A closer look at the pitfalls of point product security approaches

Endpoint detection and response (EDR) and network security solutions are two crucial components of a modern cybersecurity strategy. These tools enable organizations with the ability to identify, detect and respond to advanced threats against critical domains.

Although the right network security and EDR solutions are highly effective when it comes to detecting and responding to sophisticated threats, they give MSPs visibility into specific areas of IT infrastructure. Network security tools, such as firewalls and intrusion detection systems, operate on a network perimeter-centric model and simply do not provide enough visibility into endpoints. They focus on protecting the entry and exit points of the network and monitoring traffic at the network edge. However, with the rise of a hybrid work model, the network perimeter has become increasingly porous, making it more difficult to maintain effective security.

Similarly, EDR solutions have become essential tools for MSPs working to detect and respond to endpoint

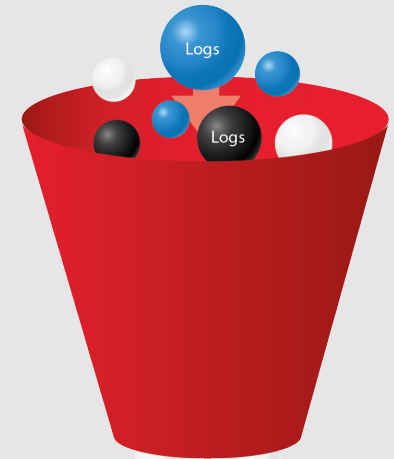
threats. But alone, they cannot provide visibility into threats taking place across customers' network environments.

As a result, MSPs are often compelled to use a patchwork of security products to detect threats across multiple security layers. This fragmented approach where security solutions operate independently from one another creates blind spots. It limits visibility, contextual results, and the effectiveness of detection and response, making it nearly impossible to deliver comprehensive, end-to-end protection for customers.

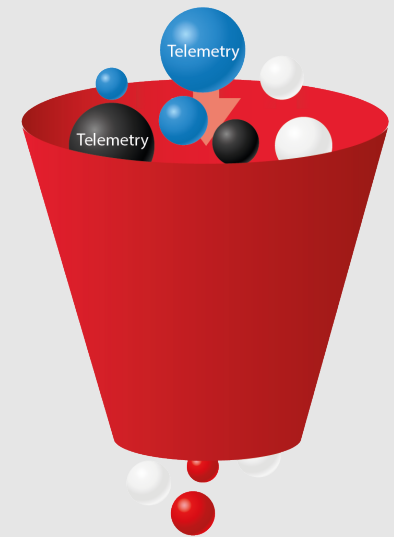
You're probably all too familiar with these challenges. MSPs have been dealing with them for far too long. The truth is that most of these obstacles are simply the byproduct of outdated approaches to security. Overcoming them requires a commitment to altering your course and embarking on a new security journey.



Endpoint Security



Network Security





02 XDR: Your Gateway to Modern Security

To overcome these challenges, MSPs need to adopt an integrated approach that provides context and telemetry data correlation across multiple layers in today's complex IT environments. You must implement tightly integrated security solutions to establish a comprehensive view of your clients' security status.

By adopting an integrated approach to cybersecurity that includes extended detection and response (XDR) capabilities with automation and AI technologies, you can dramatically improve security efficacy against advanced threats while simplifying security operations.

How does XDR work?

We live in a reality where cyberattacks are more the rule than the exception, and nothing could cause more havoc than when these threats materialize. With experts grappling with persistent and evolving attacks and multiple systems and tools to take care of, now is the right moment for a comprehensive threat detection and response solution that brings MSPs to a new world of opportunities. XDR is that solution.

XDR gives MSPs a comprehensive security approach that leverages automation and AI technologies to detect and respond to threats across firewalls, servers, workstations, and devices.

Adopting an integrated XDR solution can help you streamline security operations, reduce operational costs, and help clients achieve a more effective and comprehensive security posture.

XDR offers stark advantages over disconnected security tools. With XDR, you have the context and visibility required to identify and remediate cyberattacks with a higher degree of speed and efficacy. If you want to provide your clients with a simplified and more efficient approach, adopting an XDR solution is the way to go.



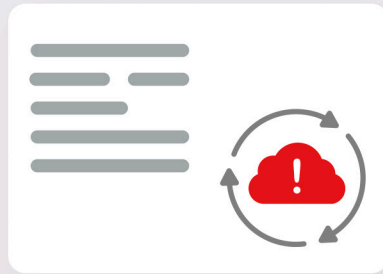
XDR at the security management level

Threat Scoring and Prioritization

XDR correlates and combines activity data at different security levels, and delivers a prioritized view of the threats that matter most

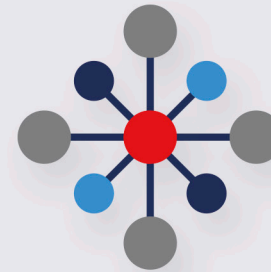
Speed and Certainty

XDR provides advanced capabilities that enable earlier detections, faster responses with greater confidence, and stronger security.



Simplified, Consolidated Security

Integrated threat intelligence from environments, users, and devices removes the need for multiple point solutions and streamlines security operations.



Contextual Threat Intelligence

Many individual events as a whole can be indicators of an incident. XDR enables more insightful data and cross-domain contextualization to speed threat detection.



03 Access the XDR Realm and Unleash Unified Security

ThreatSync is a comprehensive and simple-to-use XDR solution included as part of WatchGuard's Unified Security Platform® architecture that unifies cross-product detections and enables faster threat remediation from a single interface.

eXtend, Detect, and Respond with ThreatSync

1 eXtend

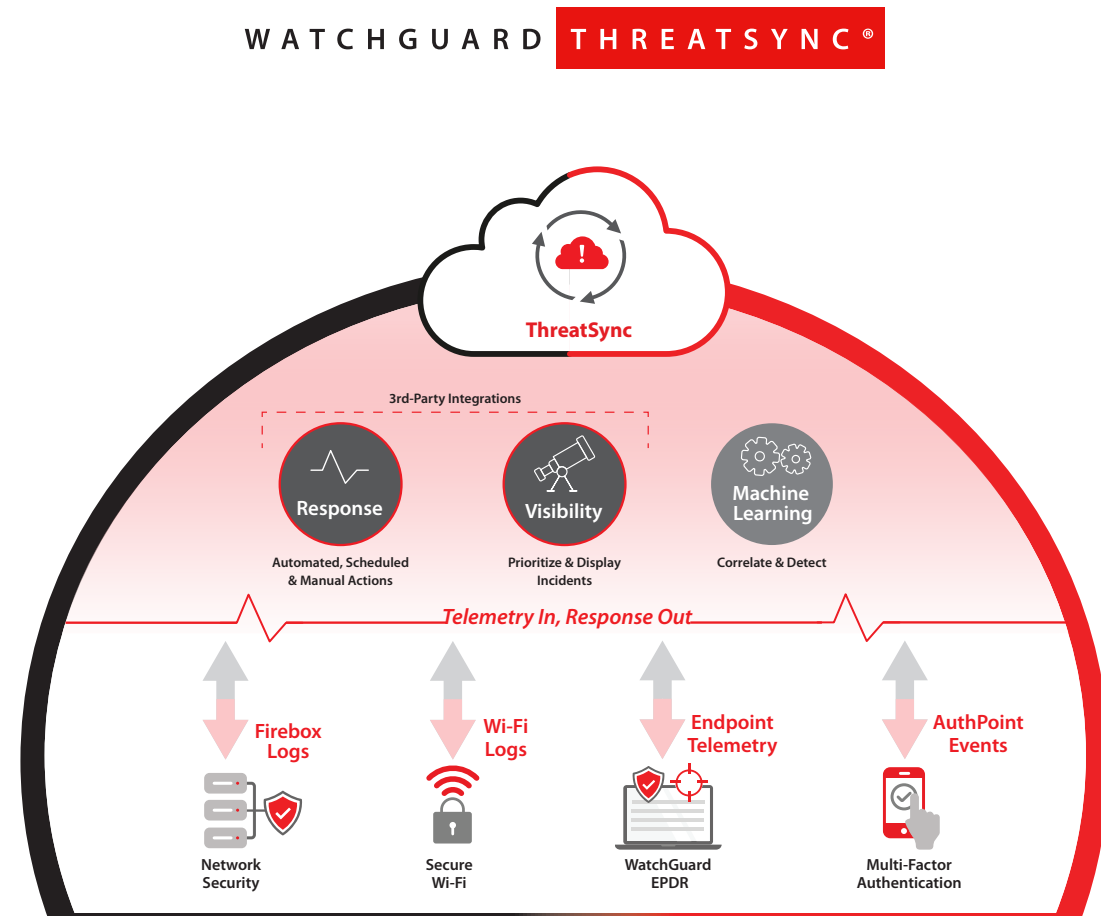
Build your XDR strategy with tight integrations and cross-domain data telemetry from WatchGuard's latest-gen technologies. By broadening the range of data feeds from your growing security stack, you have far greater visibility and stronger protection.

2 Detect

Move away from a siloed security approach and reactive tools and adopt threat intelligence detection coming from multiple sources. ThreatSync uses AI and machine learning to identify potential threats in real time across different domains for reduced detection timeframes and swift containment of the severity and scope of threats.

3 Respond

Put XDR into action and respond to threats in a flash. ThreatSync enables the orchestration of automated response actions to neutralize threats across the enterprise from a single pane of glass in a simpler and faster process, reducing risk and offering higher accuracy.



* Secure Wi-Fi and AuthPoint will be available soon, integrated into ThreatSync.



Powerful XDR Made Simple

Cross-Platform Threat Detection

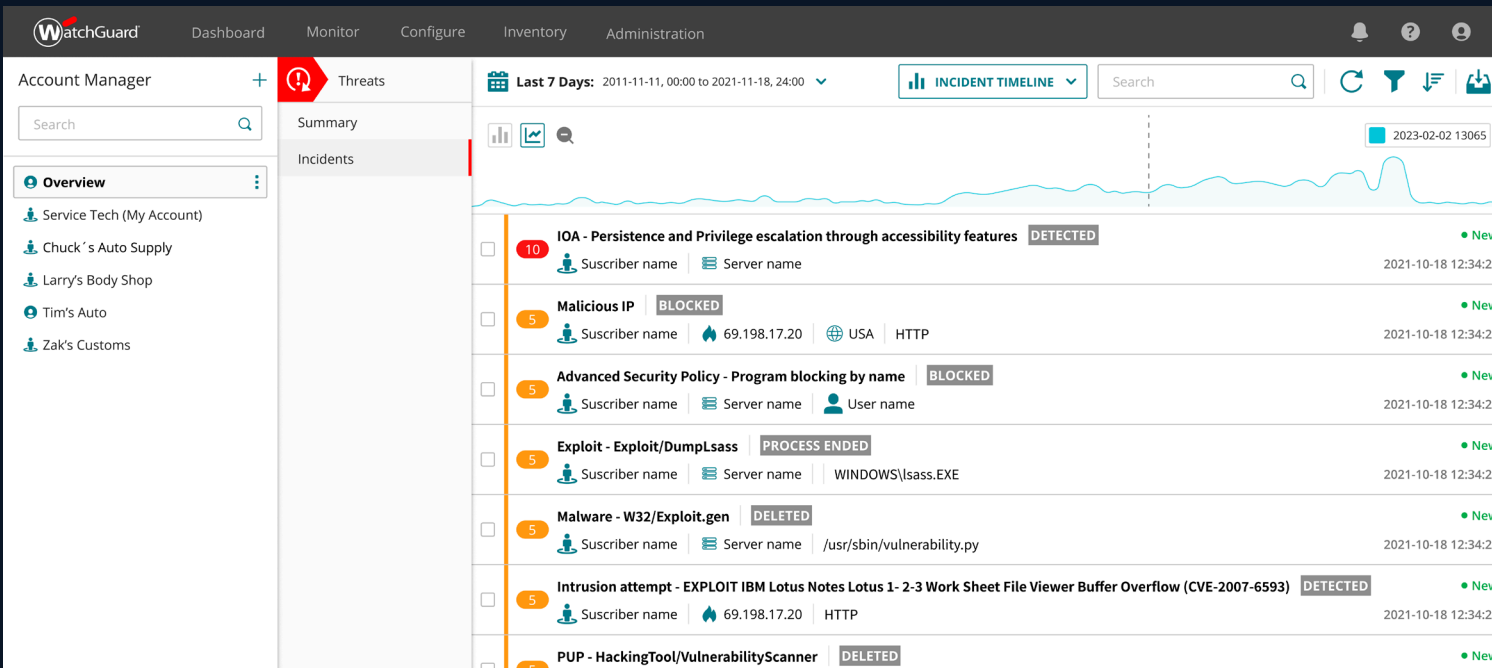
ThreatSync provides extended detection capabilities by consuming and correlating indicators of compromise (IoCs) from all WatchGuard security products. This cross-domain correlation and context enables the solution to detect and score potentially malicious activities related to specific environments, users, and devices to reduce MTTD, improve accuracy, and ultimately enable faster remediation.

Unified Security Orchestration and Threat Response

When security and IT administrators have a holistic view of their threat surface, it is easy to triage and respond with speed and confidence. ThreatSync enables you to work more efficiently with intelligent alert scoring, automated remediation policies, and options for manual intervention as needed. This level of threat response orchestration elevates both scale and accuracy for security teams.

Simple to Deploy and Manage

WatchGuard ThreatSync makes adopting an XDR approach easy for a time- and skills-strapped market with its intuitive Cloud-based management and automation capabilities. As the robust XDR layer within WatchGuard's Unified Security Platform architecture, ThreatSync integrates cross-product intelligence to reduce the costs and management burdens of deploying multiple-point solutions for threat detection and response.



Greater Visibility into network and endpoint activity, helping to identify threats that might otherwise, go undetected



Comprehensive Security by unifying data and alerts into a single platform where solutions can work together to prioritize and respond to threats



Reduce Security Team Burdens by automating the threat detection and response process and freeing up time and resources for another high-value task



Streamline Response Process providing coordinated and automated responses to detected threats



No Added Costs to Access XDR XDR is an essential tenet of modern cybersecurity that should be accessible to every business. As such, WatchGuard includes ThreatSync at no additional cost

04 ThreatSync and WatchGuard's Unified Security Platform Approach

ThreatSync is a critical layer within WatchGuard's Unified Security Platform architecture, a single platform for simplifying and strengthening every aspect of security consumption, delivery, and management.

Our unified approach to security delivers the comprehensive security, clarity and control, shared knowledge, operational alignment, and automation you need to grow and scale your security practice.

COMPREHENSIVE SECURITY

A complete portfolio of **endpoint, multi-factor authentication, and network security** products and services for protecting environments, users, and devices.

CLARITY AND CONTROL

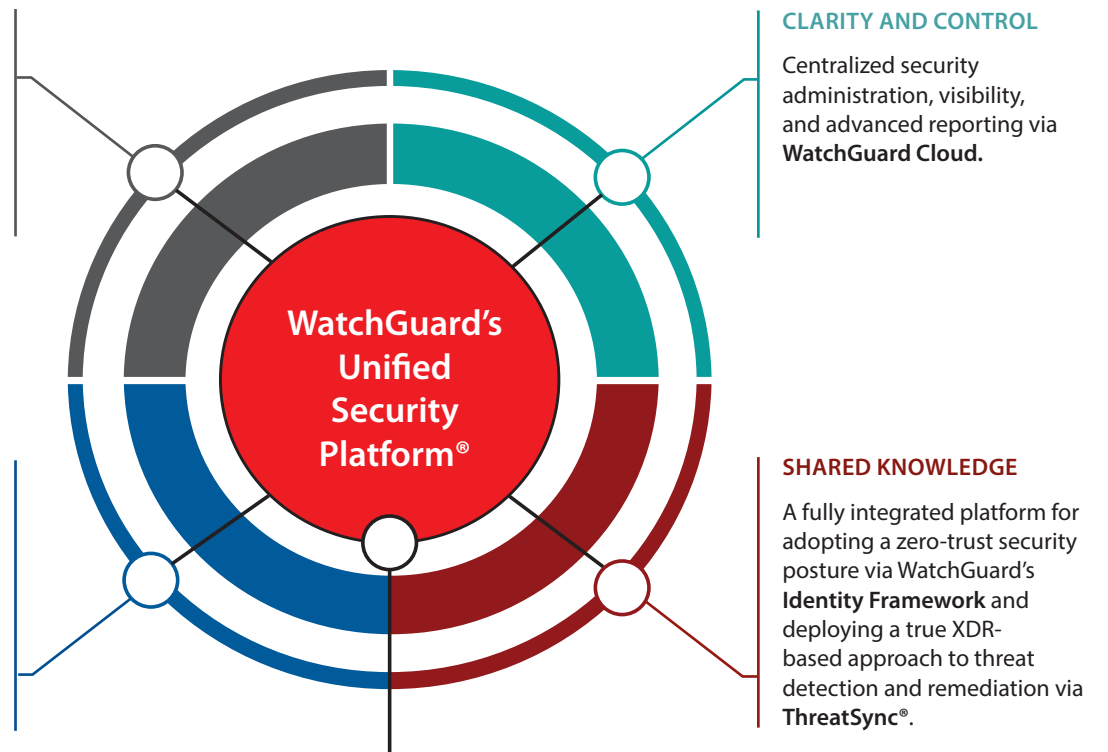
Centralized security administration, visibility, and advanced reporting via **WatchGuard Cloud**.

OPERATIONAL ALIGNMENT

Simplified business operations with direct API access, a rich ecosystem of out-of-the-box **integrations**, and support for all payment and consumption models via **FlexPay**.

SHARED KNOWLEDGE

A fully integrated platform for adopting a zero-trust security posture via WatchGuard's **Identity Framework** and deploying a true XDR-based approach to threat detection and remediation via **ThreatSync**.



AUTOMATION

WatchGuard Automation Core® brings simplification and scale to every aspect of security consumption, delivery, and management.

A Purpose-Built Platform for MSPs

As an MSP, you need to ensure your security vendor's solutions are innovative, tightly integrated, and can meet customers' changing needs, especially those with distributed networks worldwide and hybrid or remote work policies in place. Additionally, the vendor should have strong support capabilities, ensuring that MSPs can quickly resolve any issues that arise during service delivery.

Not only does WatchGuard put XDR at your fingertips with ThreatSync, but we also provide the wide breadth of security services and MSP-focused capabilities that can help you streamline and strengthen your security practice, reduce management costs and increase revenue growth.



Scalability

WatchGuard offers a scalable framework to support client growth and portfolio adoption.



Usability

WatchGuard Cloud is easy to use and manage, with a user-friendly interface and clear dashboards. ThreatSync provides the means to quickly identify and respond to threats.



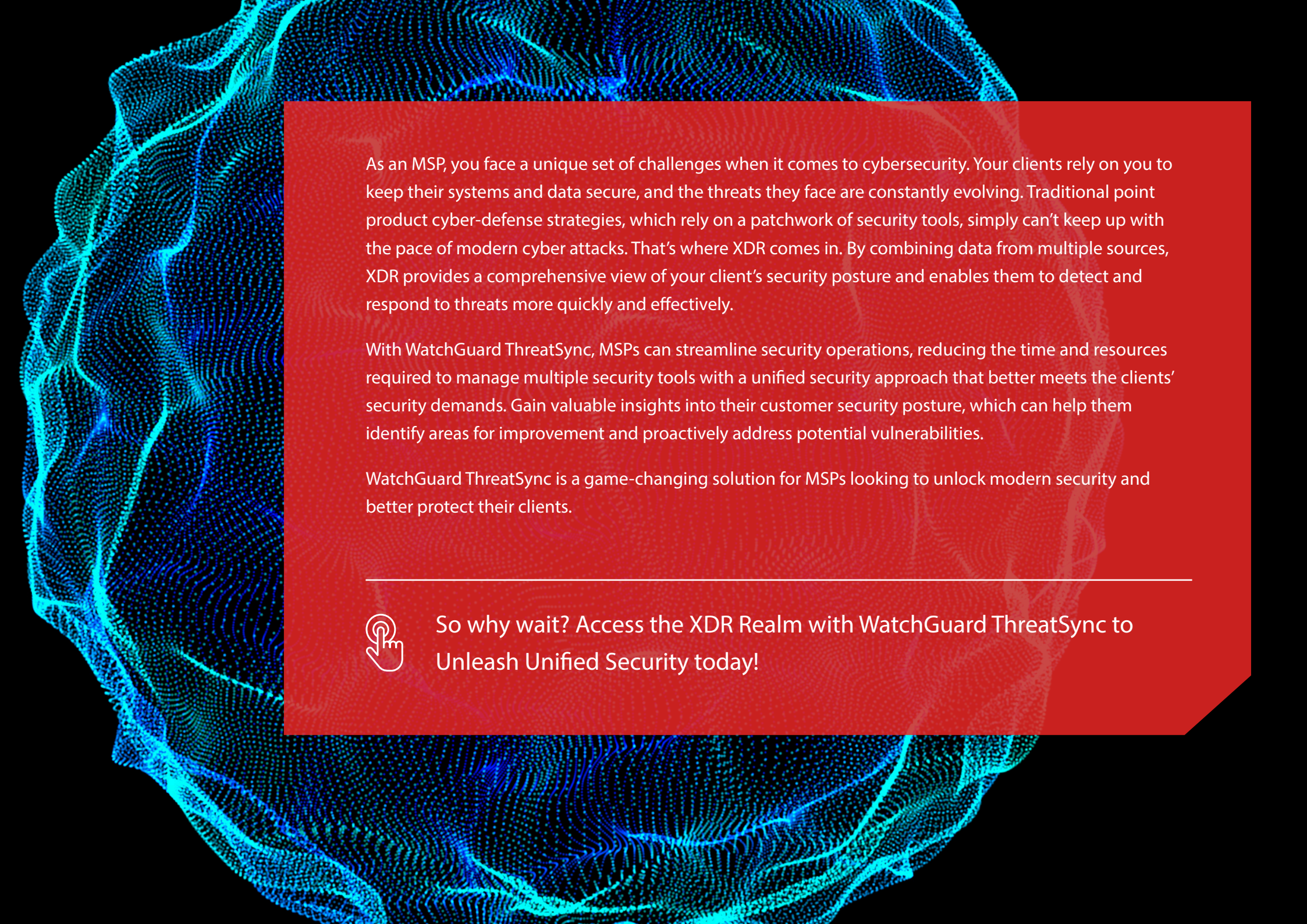
Integration

WatchGuard provides tight integrations across its security stack. WatchGuard Cloud is easy to implement and does not disrupt existing workflows.



Support

WatchGuard provides excellent support and customer service to MSPs, with timely responses to inquiries, as well as ongoing training and education on the latest security trends and best practices.



As an MSP, you face a unique set of challenges when it comes to cybersecurity. Your clients rely on you to keep their systems and data secure, and the threats they face are constantly evolving. Traditional point product cyber-defense strategies, which rely on a patchwork of security tools, simply can't keep up with the pace of modern cyber attacks. That's where XDR comes in. By combining data from multiple sources, XDR provides a comprehensive view of your client's security posture and enables them to detect and respond to threats more quickly and effectively.

With WatchGuard ThreatSync, MSPs can streamline security operations, reducing the time and resources required to manage multiple security tools with a unified security approach that better meets the clients' security demands. Gain valuable insights into their customer security posture, which can help them identify areas for improvement and proactively address potential vulnerabilities.

WatchGuard ThreatSync is a game-changing solution for MSPs looking to unlock modern security and better protect their clients.



So why wait? Access the XDR Realm with WatchGuard ThreatSync to Unleash Unified Security today!

WatchGuard Portfolio



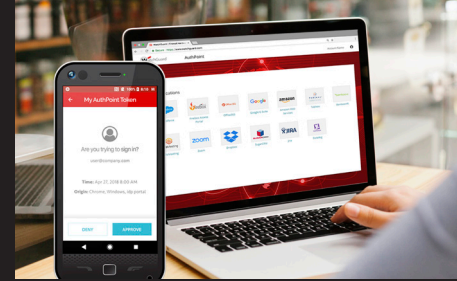
Network Security

WatchGuard Network Security solutions are designed from the ground up to be easy to deploy, use, and manage – in addition to providing the strongest security possible. Our unique approach to network security focuses on bringing best-in-class, enterprise-grade security to any organization, regardless of size or technical expertise.



Secure Wi-Fi

WatchGuard's Secure Wi-Fi solutions, true game-changers in today's market, are engineered to provide a safe, protected airspace for Wi-Fi environments, while eliminating administrative headaches and greatly reducing costs. With expansive engagement tools and visibility into business analytics, it delivers the competitive advantage businesses need to succeed.



Multi-Factor Authentication

WatchGuard AuthPoint® is the right solution to address the password-driven security gap with multi-factor authentication on an easy-to-use Cloud platform. WatchGuard's unique approach adds the "mobile phone DNA" as an identifying factor to ensure that only the correct individual is granted access to sensitive networks and Cloud applications.



Endpoint Security

WatchGuard Endpoint Security is a Cloud-native, advanced endpoint security portfolio that protects businesses of any kind from present and future cyberattacks. Its flagship solution, WatchGuard EPDR, powered by artificial intelligence, immediately improves the security posture of organizations. It combines endpoint protection (EPP) and detection and response (EDR) capabilities with zero-trust application and threat hunting services.

About WatchGuard

WatchGuard® Technologies, Inc. is a global leader in unified cybersecurity. Our Unified Security Platform® approach is uniquely designed for managed service providers to deliver world-class security that increases their business scale and velocity while also improving operational efficiency. Trusted by more than 17,000 security resellers and service providers to protect more than 250,000 customers, the company's award-winning products and services span network security and intelligence, advanced endpoint protection, multi-factor authentication, and secure Wi-Fi. Together, they offer five critical elements of a security platform: comprehensive security, shared knowledge, clarity & control, operational alignment, and automation. The company is headquartered in Seattle, Washington, with offices throughout North America, Europe, Asia Pacific, and Latin America. To learn more, visit [WatchGuard.com](https://www.watchguard.com).

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