Bitdefender

Servizi e Licensing per MSP

Roberto Novasconi - Avangate Security
Senior Support and Training Specialist

AVANGATE
Distributore a valore aggiunto

Bitdefender
AUTHORIZED DISTRIBUTOR

BITDEFENDER
A GLOBAL CYBER-SECURITY **INNOVATOR**

GLOBAL COMPANY

Founded in 2001

1800+ employees

Offices worldwide

Customers in 170 countries

+15.000 distributors and resellers

TRUSTED SECURITY LEADERSHIP

Bitdefender Labs Research Team

Technology used by more than 150 leading technology companies

Consistently ranked #1 in leading independent testing

GROWING BUSINESS

+20% business unit YOY growth

$250+ Million in Billings in 2020

+40,000 business customers worldwide

INNOVATION RESEARCH & DEVELOPMENT

+50% workforce in engineering & R&D, across 6 innovation hubs

Strong support of open-source projects worldwide

+111 issued patents, +200 patent pending

AVANGATE

Bitdefender Labs

Global research and innovation since 2001

30 billion

Daily threat queries from hundreds of millions of sensors worldwide

400+

Threats discovered every minute

18

Ransomware decryptors provided to the market

$billions

Helped law enforcement to take down major cybercrime groups with estimated worth in the billions

260

Elite security researchers across five research centers

25

Threat hunters, Security Analysts supporting MDR in San Antonio, TX SOC

400+

Employees in innovation for cloud infrastructure, emerging technology, IoT research and machine learning

AVANGATE

RECOGNIZED

By Global Security Analysts & Reviewers

"the biggest EDR vendor you haven't consider but should have"

The Forrester® Wave™: EDR, Q1 2020

FORRESTER®

FORRESTER® WAVE LEADER 2019 Cloud Workload Security

*"Hardly any other software was able to achieve such **stellar results** in the category of protection in the annual test."*

AV Test Best Protection 2019

AV-TEST.org 2019 AWARD BEST PROTECTION Bitdefender Endpoint Security (Ultra)

Five #1 rankings in 2019 *for Real-World Protection and Malware Protection Tests*

AV Comparatives Jan – Dec 2019

AV comparatives CERTIFIED ATP Enterprise 2019

TRUSTED

By Enterprises And Law Enforcement Agencies

Protecting Key Organizations Worldwide

Honeywell

Mentor A Siemens Business

Commerce State Bank Earning Relationships

TUI

Speedway Motorsports, Inc.

YAMAHA

Konica Minolta All Covered IT Services from Konica Minolta

Safe Systems

Partnering Against Cyber Crime

FBI

Department of Justice

EUROPOL EUROPEAN LAW ENFORCEMENT AGENCY

RELIED

On In Key Technology Partnerships

amazon web services Partner Network TECHNOLOGY PARTNER

CITRIX PARTNER Citrix Ready

NUTANIX READY INTEGRATED

Microsoft Partner

vmware READY NETWORKING AND SECURITY

Pivotal PIVOTAL TECHNOLOGY PARTNER PREMIER

ConnectWise Manage™

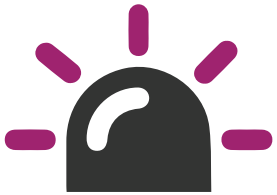
Kaseya Our Automation. Your Liberation.™

solarwinds msp

datto

AVANGATE

MSP - Sfide per la Sicurezza



MINACCE NUMEROSE E COMPLESSE

Vulnerabilità Software e RDP
Campagne di Email Phishing
Attacchi Brute Force
Port Scanning
Credenziali Compromesse

CARENZA COMPETENZE

Managing IT in WFH & WFO
Increased workload
More attacks targeting MSPs

GESTIONE DIVERSIFICATA DI CLIENTI E SERVIZI

Ambienti Ibridi
Diversi controlli di sicurezza
Infrastrutture fluide
Clienti in settori regolamentati

Bitdefender

GravityZone
Cloud Security for MSPs

AVANGATE

Terminologia

MSP - Manged Service Provider

GravityZone Cloud Security for MSPs

è un'offerta di licensing per la piattaforma GravityZone a cui ci riferiamo con tutte queste espressioni:

- *Licensing per MSP*
- *Licensing per Service Provider*
- *Licensing per Fornitori di servizi*
- *Monthly Subscription - Sottoscrizione Mensile*
- *Licenze Mensili (per MSP)*
- *Sottoscrizione per MSP*

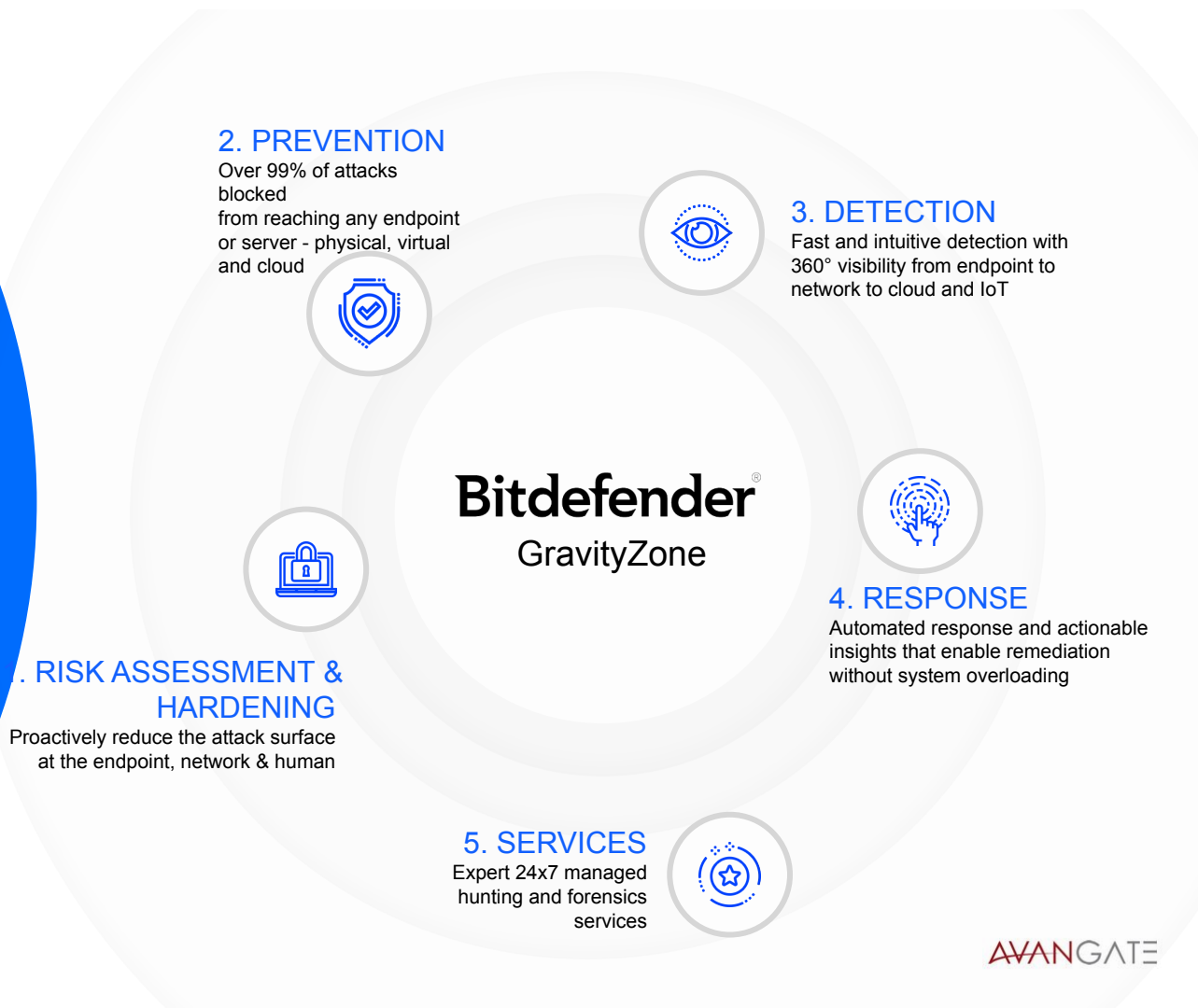
Alcune funzionalità di reportistica della piattaforma sono specifiche per MSP.

Bitdefender

GRAVITYZONE Cloud

Console Cloud
multi-tenant, multi-user,
multi-service

Singola console
Singolo agent



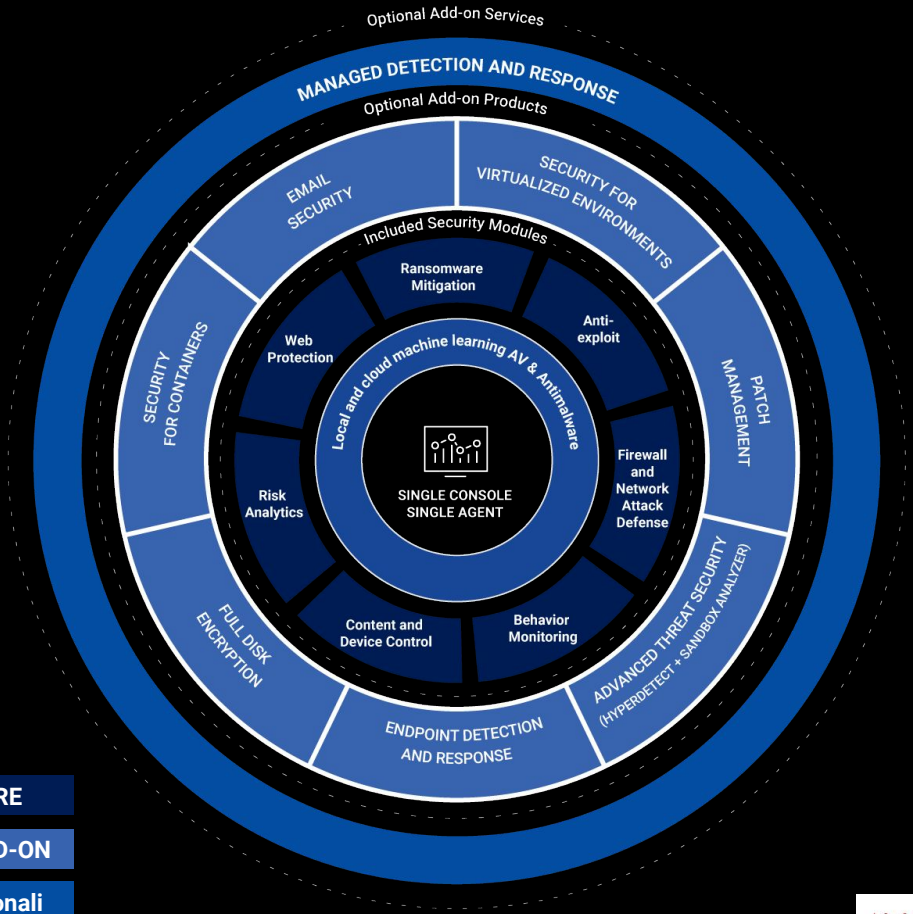
AVANGATE

Bitdefender

GRAVITYZONE
Cloud Security for MSPs

Console Cloud
multi-tenant, multi-user, multi-service

Singola console
Singolo agent



Funzionalità CORE

Funzionalità ADD-ON

Servizi professionali

AVANGATE

GravityZone® Cloud Security for MSPs
Offering

Bitdefender

CORE
(BEST: Bitdefender Endpoint Security Tools)

- Risk Analytics
- Web Threat Protection
- Content Control
- Device Control
- Exploit Defense
- Cloud Intelligence & Machine Learning
- Behavior Monitoring
- Network Attack Defense
- Firewall
- Ransomware Mitigation

+

ADD-ONS
(OPTIONAL)

- Email Security
- Patch Management
- Full Disk Encryption
- Security for Virtualized Environments (SVE)
- Security for Containers
- Advanced Threat Security (ATS)
- Endpoint Detection and Response (EDR) (requires Core + ATS)

Require Core

+

- Managed Detection and Response (MDR)

Requires Core + ATS + EDR

AVANGATE

GravityZone® Cloud Security for MSPs
Offering

Bitdefender

CORE	
Risk Management	Find and fix vulnerabilities, track & improve risk scores (i.e., device misconfigurations, application vulnerabilities). Includes human risk analytics.
Web Threat Protection	Behavioral traffic scan (incl. SSL, Anti-phishing).
Content Control	Restrict user access to applications, sites or web categories such as gambling.
Device Control	Control access and use of USB or other external devices (i.e., webcams, wireless NICs).
Advanced Anti-Exploit	Detect exploit techniques, stops 0-day exploits.
Cloud Intelligence & Machine Learning	Identifies known and unknown threats effectively and accurately.
Behavior Monitoring	0 - Trust process monitor, automatically blocks malicious processes.
Network Attack Defense	Blocks network-based attacks such as Brute Force or Password stealers.
Firewall	Two-way host firewall protecting endpoints anywhere.
Ransomware Mitigation (Automatic Disinfection, removal, rollback)	Restore files after ransomware attacks from secure copies.

AVANGATE

GravityZone® Cloud Security for MSPs
Offering

Bitdefender

ADD-ONS

Requires Core

- **ESG Email Security** — Block advanced email ransomware, impersonation, phishing, spam etc.
- **PM Patch Management** — Flexible, fast patching for Win OS and 3rd party apps.
- **FDE Full Disk Encryption** — Simple key mgt. and compliance reporting, using native tech on Win and Mac.
- **SVE Security for Virtualized Environments** — Minimal impact on resources with centralized scanning.
- **SFC Security for Containers** — Protects container workloads against modern Linux and container attacks.
- **ATS Advanced Threat Security** — Fileless Attack Defense.
  - HyperDetect Tunable Machine Learning (targeted attack protection, exploits, ransomware, grayware etc.).
  - Cloud Sandbox Analyzer (incl. automatic suspicious file submission, forensic analysis).

Requires Core & ATS or 3rd Party EPP

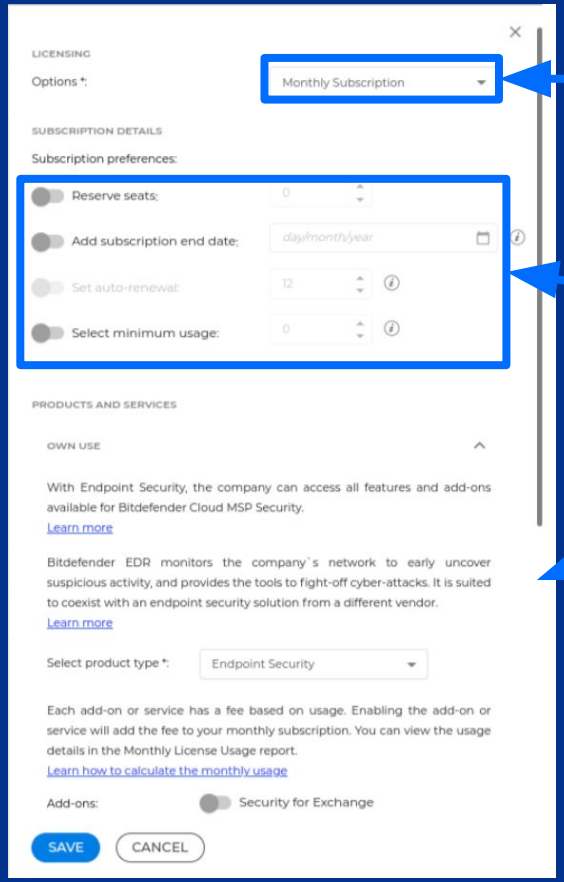
- **EDR Endpoint Detection and Response** — Cross-endpoint correlation at the organizational level to effectively detect complex cyber-attacks involving multiple endpoints.
  - Early Breach Detection.
  - Streamlined investigation and response options.

- **MDR Managed Detection and Response** — *Requires Core + ATS + EDR*
  - 24x7 Monitoring
  - Expert managed incident investigation.
  - Effective incident response or advice.
  - Recommendations to improve security posture.

AVANGATE

Provisioning sul cliente

Bitdefender

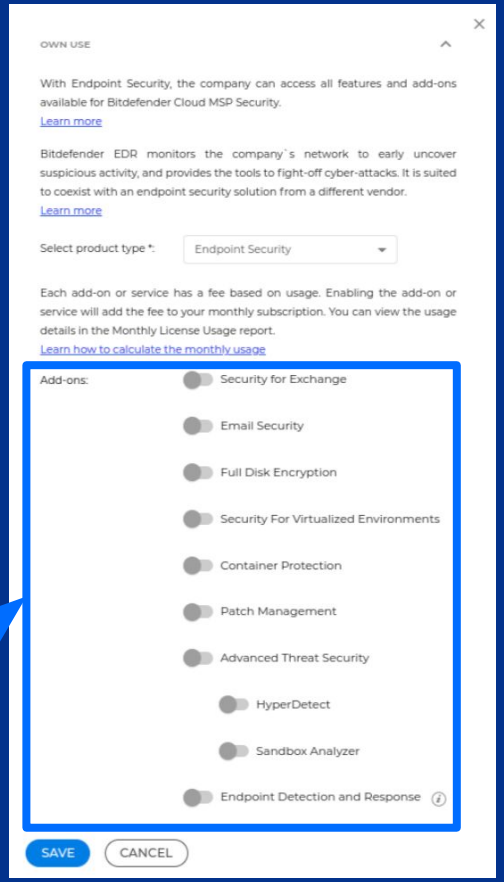


1 **CORE**

2 Impostazioni opzionali

3 Scroll down

Add-on 4



AVANGATE

Bitdefender

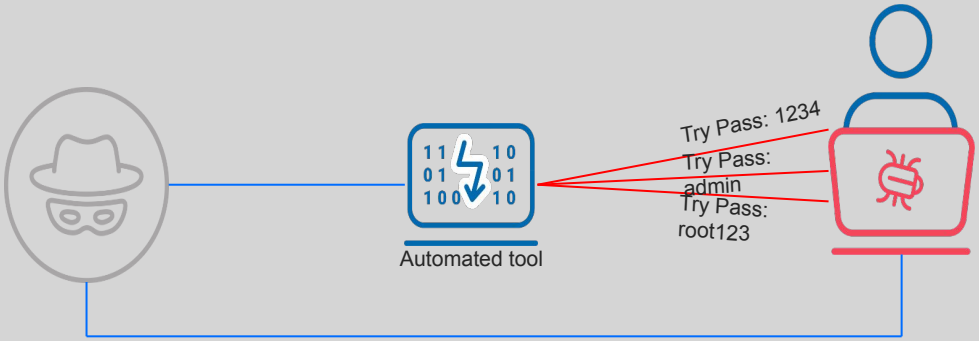
GravityZone for MSP

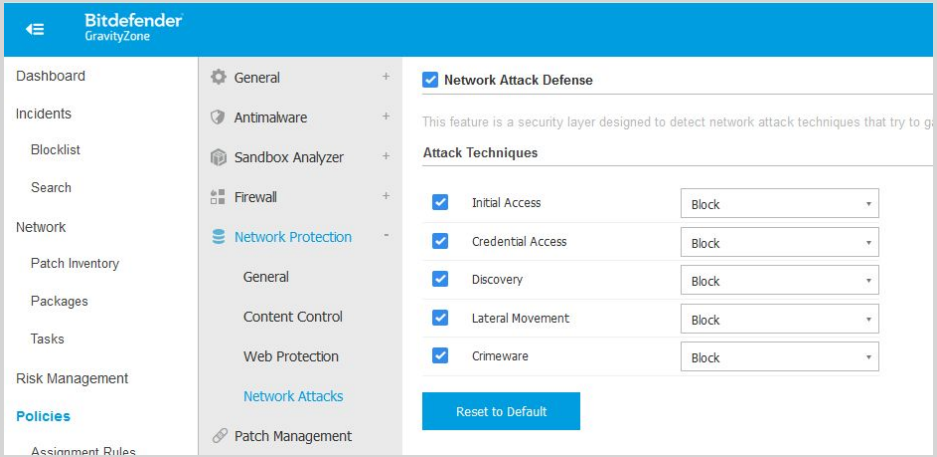
Tecnologie

AVANGATE

Network Attack Defense

CORE





113 millioni di attacchi Brute Force e Password Stealing solo in Ottobre perpetrati su 6700 organizzazioni.

Network Attack Defense

Blocca attacchi Brute Force, Password Stealer, Port Scan, e tentativi di Exploitation delle applicazioni dalla rete.

Blocca vulnerabilità di RDP come BlueKeep

Controlla il traffico entrante, uscente e laterale.

Impiega analisi dei protocolli, scansione dei flussi di rete, machine learning, rilevamento delle anomalie, correlazione di eventi

AVANGATE

Ransomware Mitigation

CORE

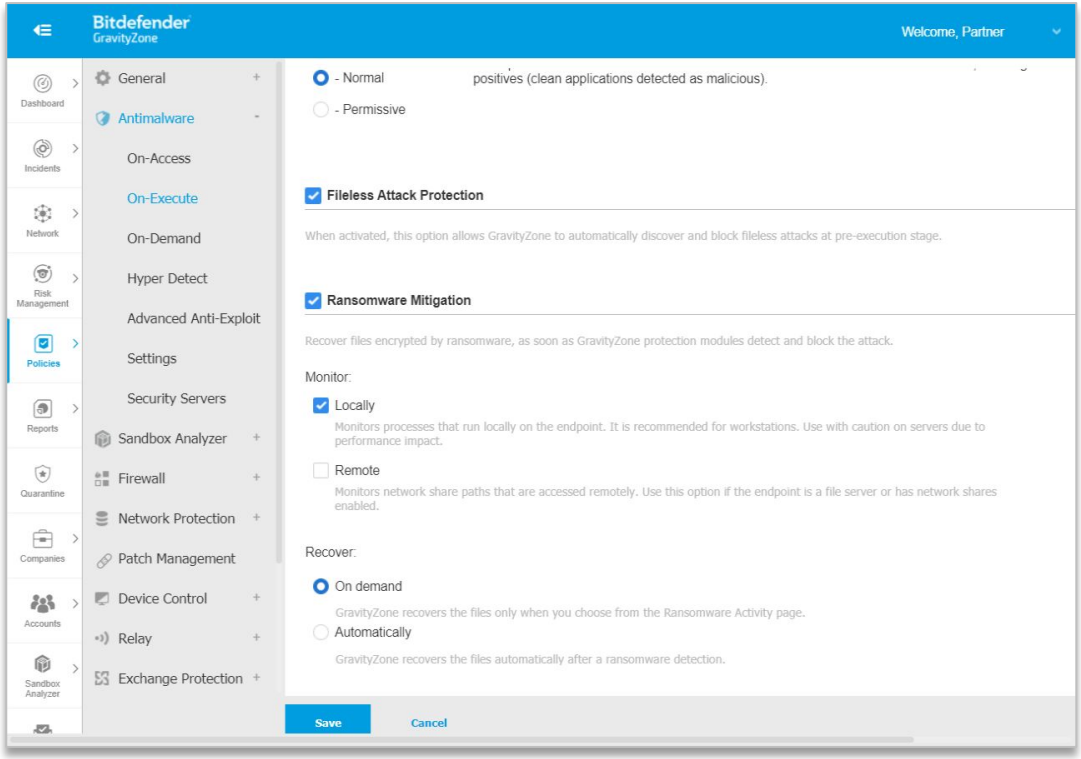
Ransomware mitigation helps organizations recover files after a blocked ransomware attack – without any downtime.

Available in Core Product

What's in it for MSPs

Gain peace of mind with fast recovery of encrypted files affected by ransomware

- **Tamper-proof, secure backup copies** to ensure data is protected
- **Stop attacks** coming from endpoints not protected by Bitdefender
- **Add more value** with affordable, advanced security features – **no upcharges** for Ransomware Mitigation



AVANGATE

Risk Management

CORE

Calcola il punteggio di rischio

Rileva
le misconfiguration, il software vulnerabile ed i comportamenti a rischio.

Prioritizza gli interventi
sulla base della severità dei rischi.

Usa 206 indicatori di misconfiguration.
Correzione automatica disponibile per molti degli indicatori.

Genera opportunità di upsell.

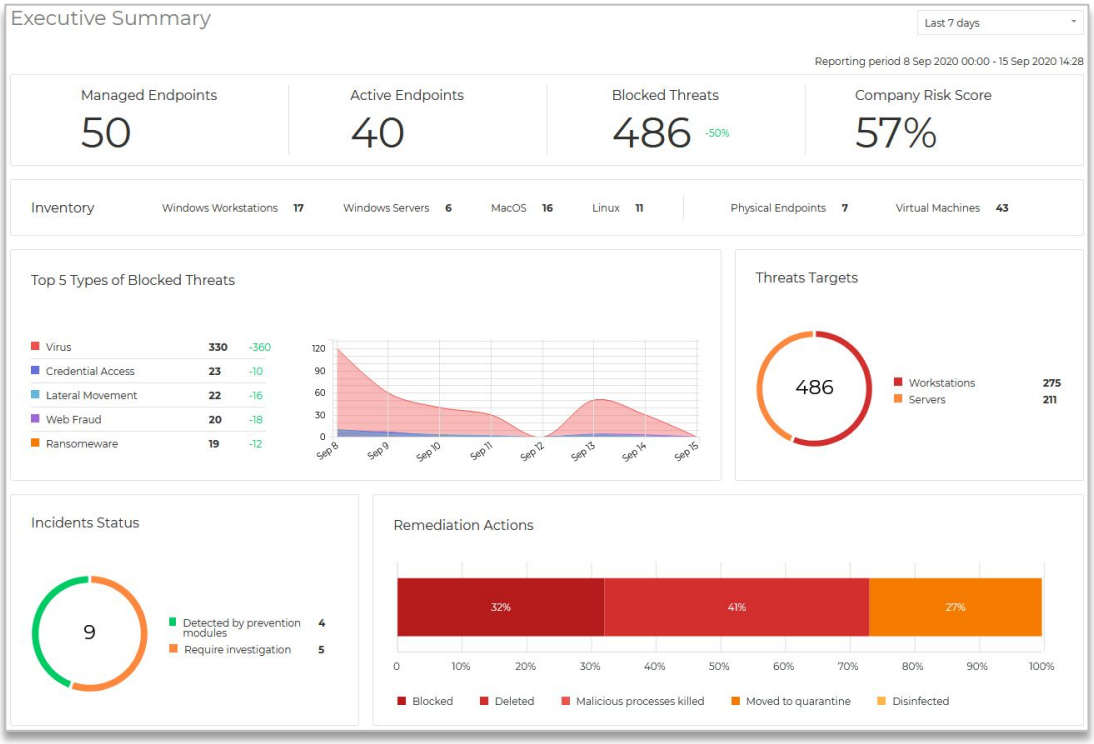
Executive Summary

CORE

La nuova dashboard Executive Summary è progettata per aiutare gli MSP ad analizzare e monitorare la postura di sicurezza dei clienti.

Identifica rapidamente minacce e vulnerabilità nelle reti dei clienti

- **Visibilità migliorata** over endpoint modules, threat types, company risk score and much more
- **Easy-to-interpret** data for executive management insights

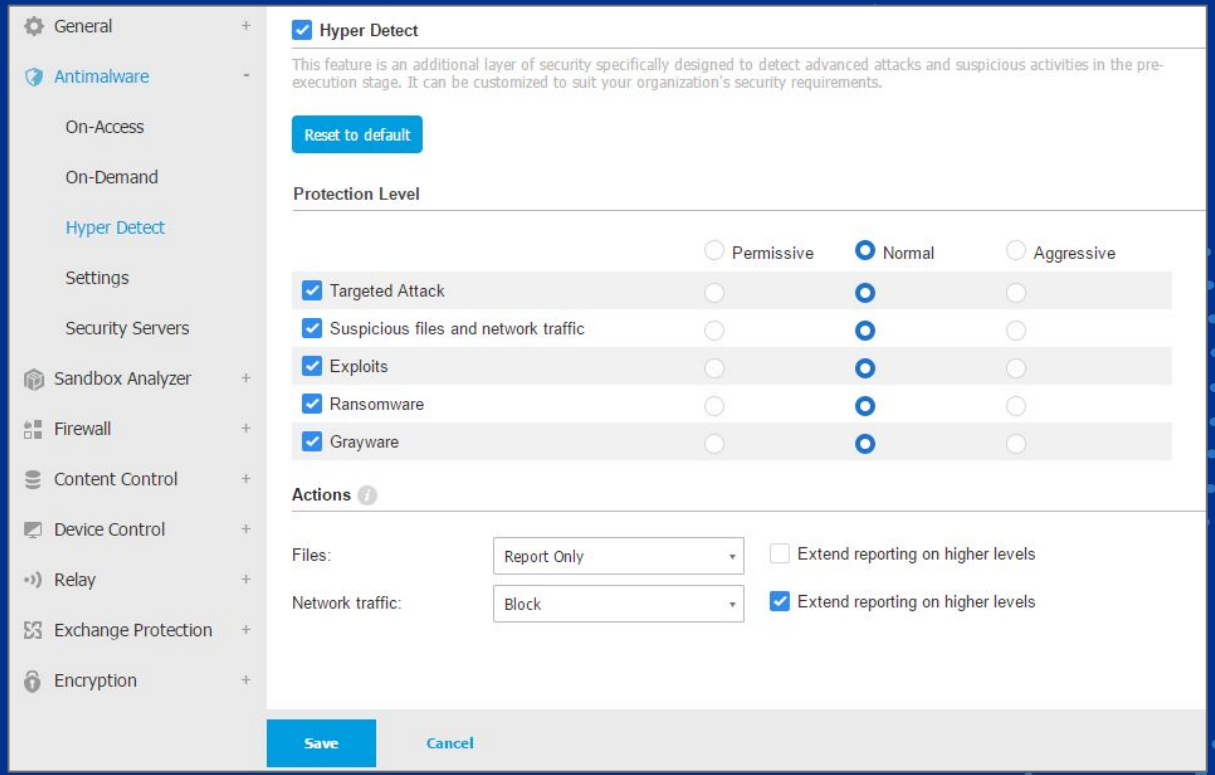


AVANGATE

Advanced Threat Security
Hyper Detect

ADD-ON

- Block attacks at pre-execution
- Tunable Machine Learning
- Blocks Fileless attacks
- Blocks PowerShell and other script attacks



AVANGATE

Advanced Threat Security
Sandbox Analyzer

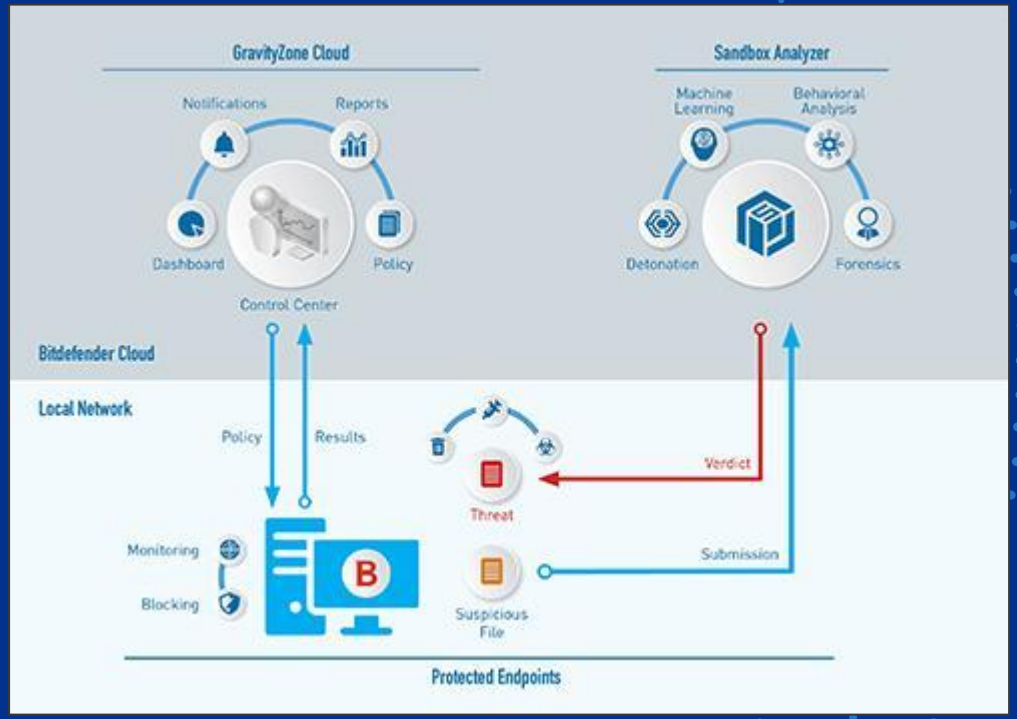
ADD-ON

Enhanced Targeted Attack Detection

- Automatic and manual file submission
- Cloud hosted infrastructure
- Machine learning & behavior analysis

Threat Context and visibility

- Suspicious activities, IOCs
- Detailed reports



AVANGATE

EMail Security

ADD-ON

Cloud Email Security Gateway

- **Ful Mailflow Control**
- **Mail Server agnostic**
- **Multi-layered Approach**

Executive Tracking List
Detection of real names in external messages, linked to AD group

Threat Intelligence
Domain and IP based risk scoring

Algorithmic Analysis
10,000+ algorithms analyse over 134 message variables (< 200ms)

Message Categorization
Accurate identification of marketing / commercial email

Content Analysis
Lexical analysis of subject and message body (inc. attachments)

Pattern Matching / Message Attribute Analysis
Unsubscribe, donotreply@ address etc.

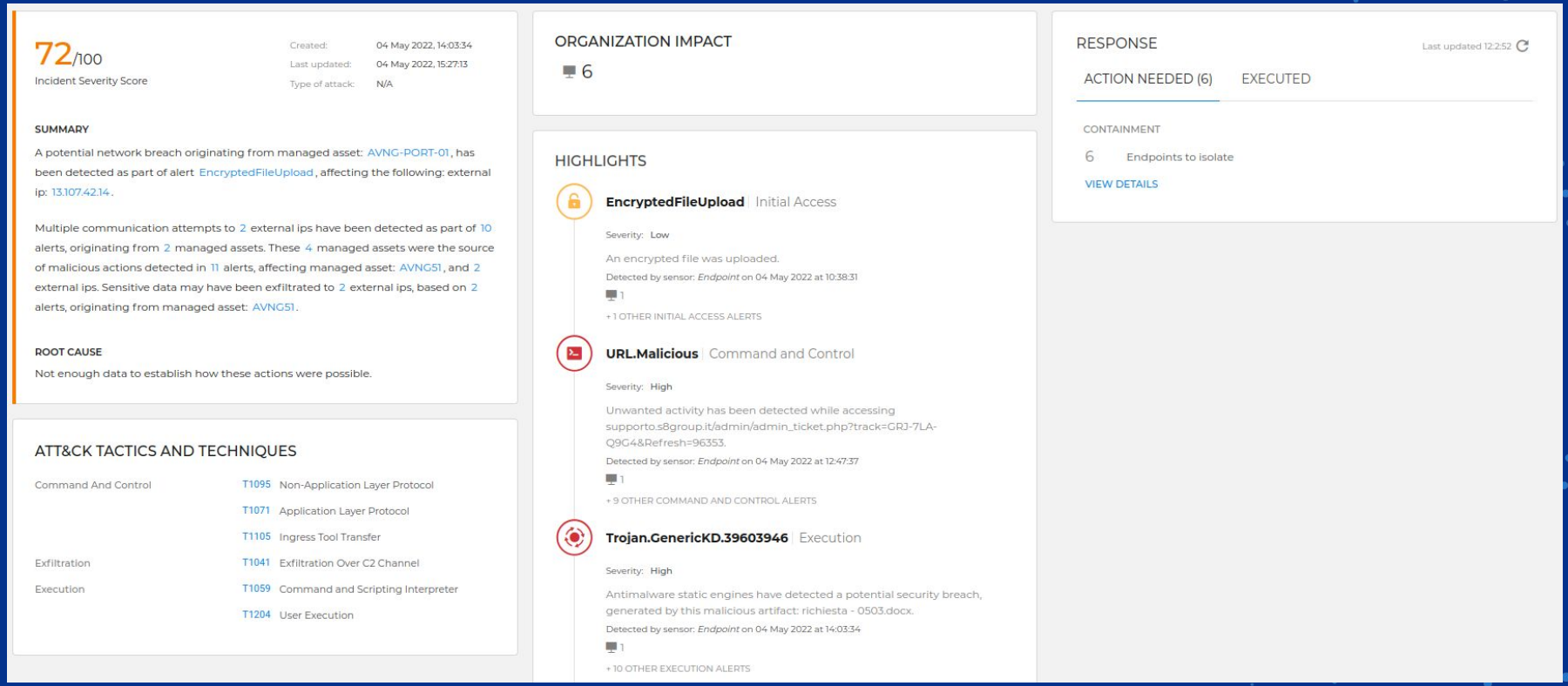
AV
Multiple signature and behaviour based AV engines (inc. static analysis)

Machine Checks
Sender, Sending Server, Authentication Checks (inc. SPF)

AVANGATE

EDR - Overview

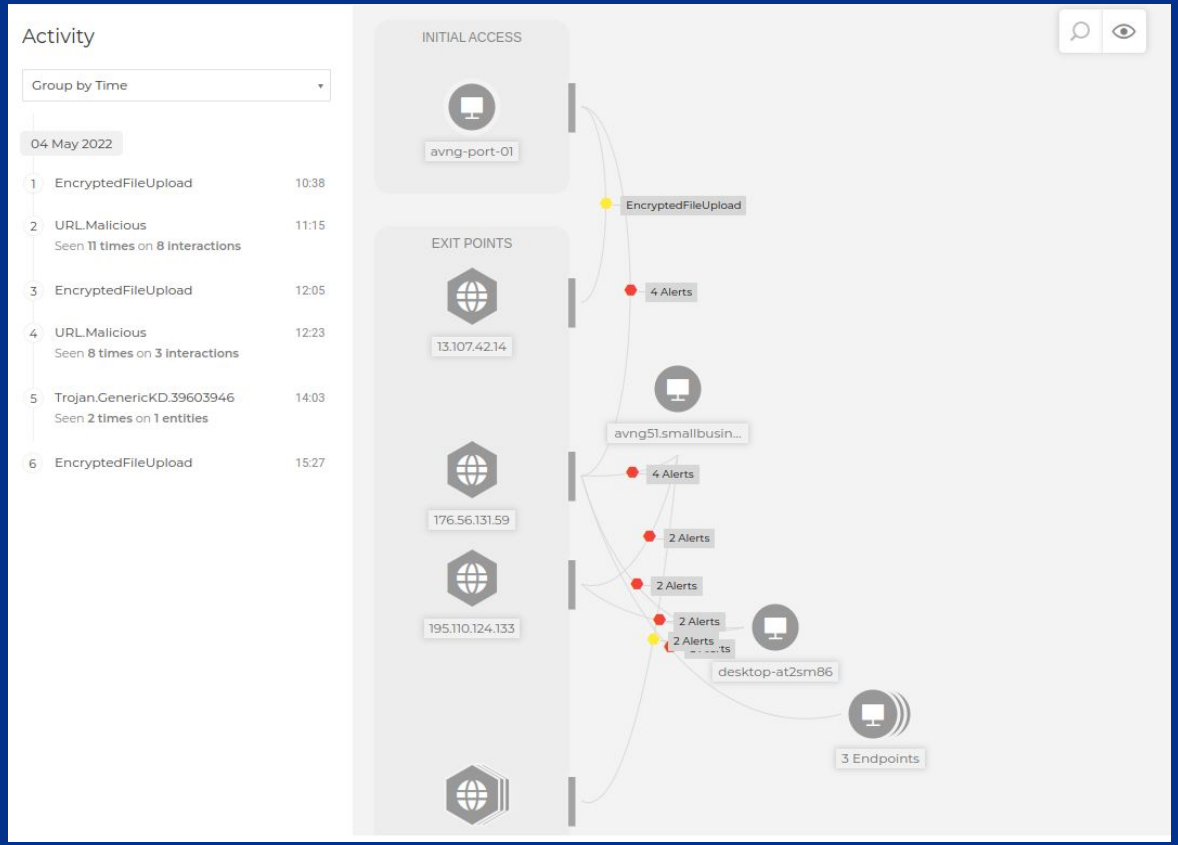
ADD-ON



AVANGATE

EDR - Graph

ADD-ON



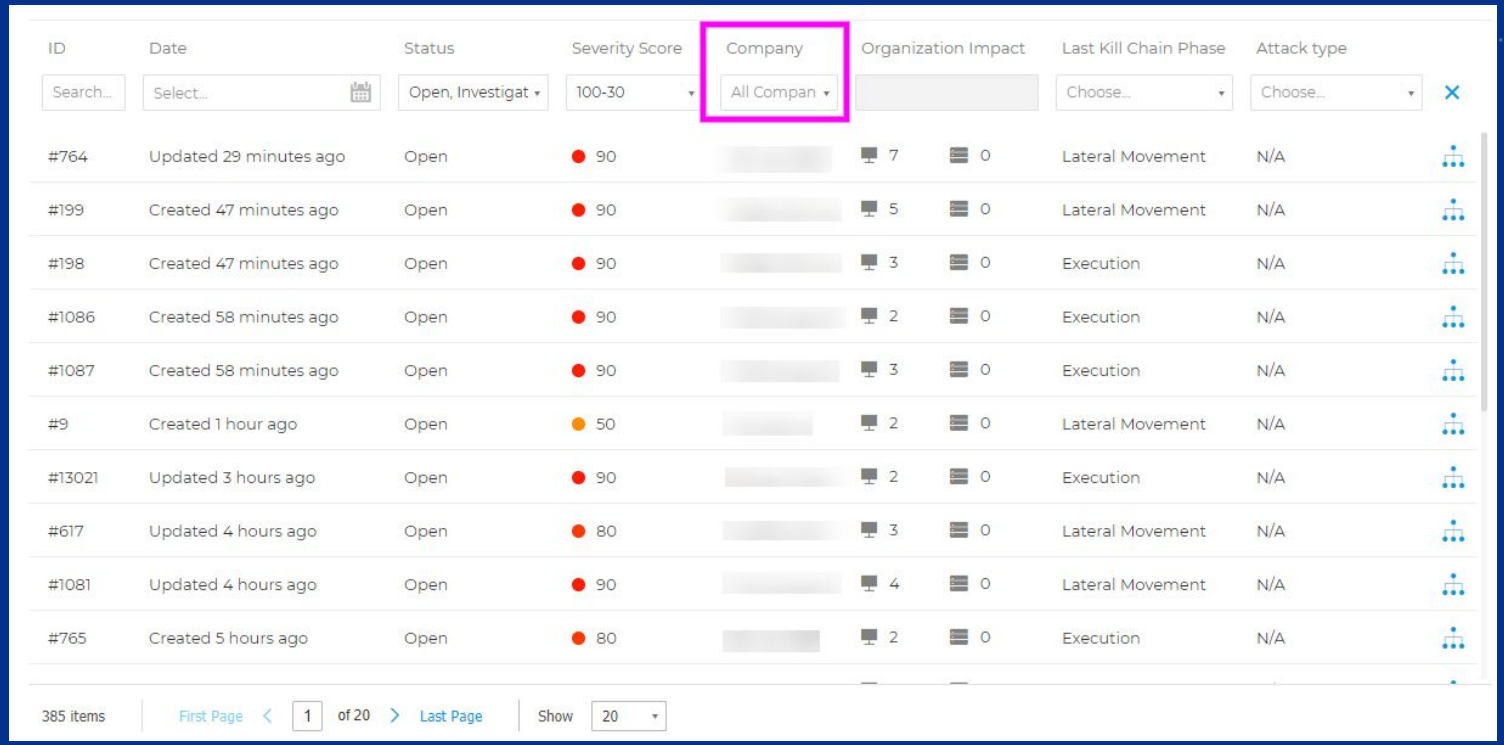
Visione estesa degli incidenti.

Correlazione eventi.

AVANGATE

EDR - Incidents di tutti i clienti

ADD-ON



ID	Date	Status	Severity Score	Company	Organization Impact	Last Kill Chain Phase	Attack type
Search...	Select...	Open, Investigat	100-30	All Compan		Choose...	Choose...
#764	Updated 29 minutes ago	Open	90		7 0	Lateral Movement	N/A
#199	Created 47 minutes ago	Open	90		5 0	Lateral Movement	N/A
#198	Created 47 minutes ago	Open	90		3 0	Execution	N/A
#1086	Created 58 minutes ago	Open	90		2 0	Execution	N/A
#1087	Created 58 minutes ago	Open	90		3 0	Execution	N/A
#9	Created 1 hour ago	Open	50		2 0	Lateral Movement	N/A
#13021	Updated 3 hours ago	Open	90		2 0	Execution	N/A
#617	Updated 4 hours ago	Open	80		3 0	Lateral Movement	N/A
#1081	Updated 4 hours ago	Open	90		4 0	Lateral Movement	N/A
#765	Created 5 hours ago	Open	80		2 0	Execution	N/A

385 items First Page 1 of 20 Last Page Show 20

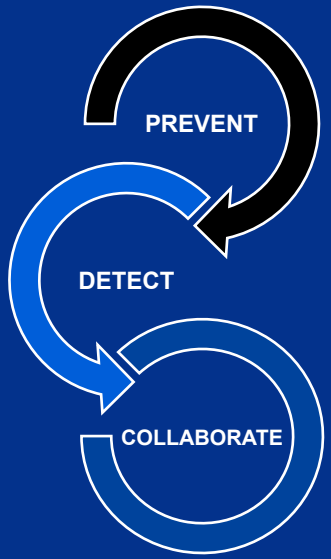
AVANGATE

MDR

ADD-ON

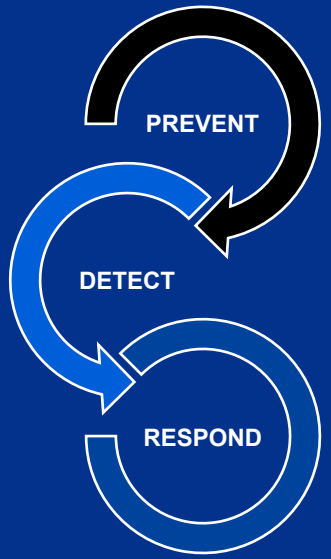
EXPERT ADVICE

Equip your security team with trusted expert advice



EXPERT RESPONSE

Deliver managed threat hunting without doing the heavy lifting



Requires MSP + ATS + EDR
Avaiable for 100 endpoints per customer and above

AVANGATE

Security for Containers

ADD-ON

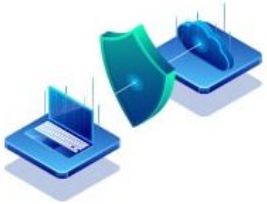
NEW!

Sviluppato per container e Linux

Utilizza tecnologie avanzate di prevenzione, rilevamento e risposta per proteggere da tecniche di attacco, Tattiche e Procedure (TTP) e attacchi ai container specifici per Linux, come "Container Escape". Ha dimostrato la massima efficacia nella sicurezza, ottenendo il 100% di rilevamento delle tecniche di attacco per Linux nelle valutazioni MITRE 2021

Sicurezza multi-distribuzione

Elimina le sfide di compatibilità della sicurezza per Linux con un agente di sicurezza che va oltre il kernel Linux, consentendoti di impiegare le distribuzioni Linux più recenti ancora più velocemente, senza il classico ritardo di altri prodotti che richiedono le componenti del kernel



Visibilità e controllo consistenti

La piattaforma di sicurezza dei carichi di lavoro cloud di GravityZone usa un agente ad alte prestazioni e indipendente dalla piattaforma, fornendo visibilità e controllo completi per tutti i container e i carichi di lavoro negli ambienti ibridi e multi-cloud

AVANGATE

EDR Standalone

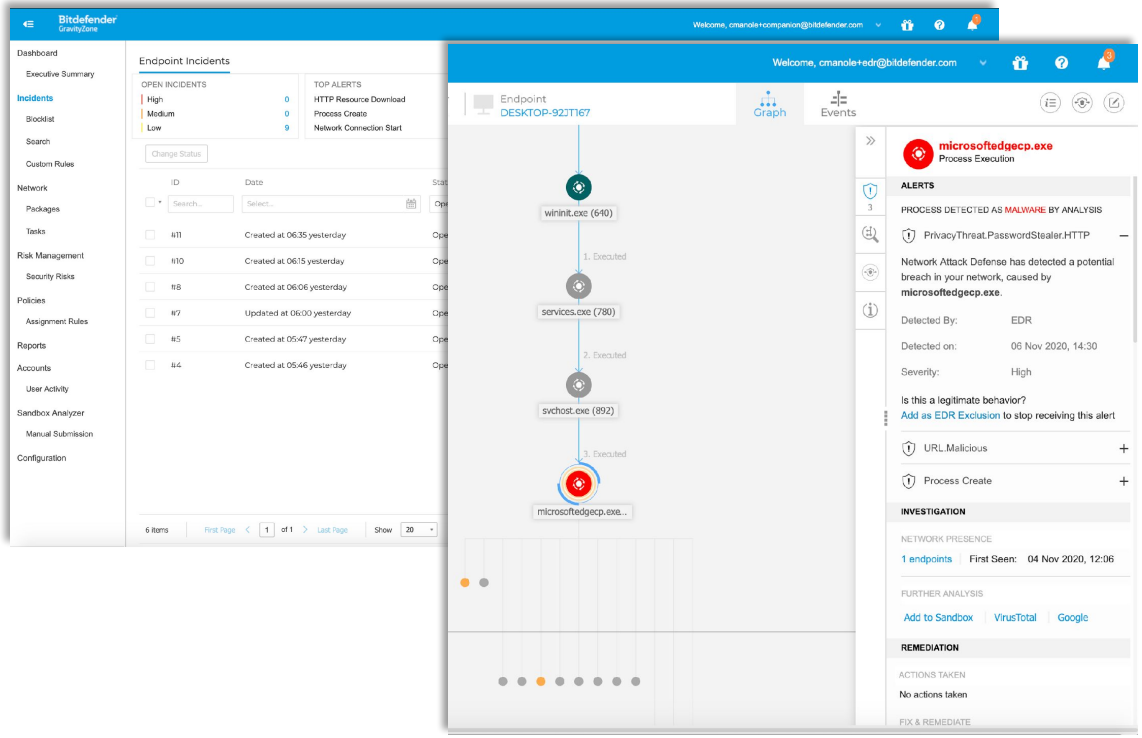
STANDALONE

New Standalone EDR SKU available for MSPs starting December 2020

(Controlled Availability)

What's in it for MSPs

- **Win new business** with EDR
- **Strengthen customer's security posture** by adding Bitdefender EDR alongside 3rd party AV/EPP
- **Increased visibility across customer networks** with EDR enhancements
- **Leverage from added prevention layers** when upgrading to the full MSP suite



Ranked #1 for actionable detections and attack chain coverage, MITRE 2020 evaluations

AVANGATE

Bitdefender

Integrazioni
RMM to GravityZone

Collabora con
gli strumenti che usi ogni giorno
per automatizzare
il tuo security workflow,
riducendo i costi e gli sforzi.

ConnectWise AUTOMATE formerly LabTech

Kaseya TECHNOLOGY ALLIANCE PARTNER

ConnectWise MANAGE

amazon web services

ATERA

NAVERISK

ninja RMM

solarwinds msp

datto

Pulseway Making IT Heroes

RG SYSTEM

AVANGATE

Bitdefender

Integrazioni

GravityZone to any

Oltre agli strumenti nativi
per Kaseya e ConnectWise
infinite possibilità di integrazione
grazie a RESTful API

Kaseya TECHNOLOGY ALLIANCE PARTNER

ConnectWise MANAGE™

{RESTful API}

AVANGATE

Licensing per MSP semplice e flessibile

Formula **pay-per-use**

Servizi **a-la-cart**

Nessun **costo fisso**

Nessun **impegno di spesa/minimo attivazioni**

Contabilizzazione **mensile**

Prezzi **decrescenti** per volume di attivazioni

Completamente **self-service**

Bitdefender

Termini e condizioni per i ServiceProvider
https://www.bitdefender.it/site/view/legal-terms-xsp.html

AVANGATE

MSP con GravityZone in 3 semplici mosse

Bitdefender

Rivenditore Avangate Security

Sul sito https://www.avangate.it

RIVENDITORI -> Diventa Rivenditore

GravityZone Partner

Nell'AREA PARTNER Avangate Security.

https://nova.avangate.it
Supporto
Inserisci una richiesta:
Tipo:
GravityZone Cloud - abilitazione Partner

GravityZone MSP

Nell'AREA PARTNER Avangate Security.

https://nova.avangate.it
Supporto
Inserisci una richiesta:
Tipo:
GravityZone Cloud - abilitazione MSP

AVANGATE

Risorse

Slide di questa presentazione
sezione Documenti di GoToWebinar

GravityZone MSP - Servizi
sezione Documenti di GoToWebinar

GravityZone EDR - datasheet ITA
sezione Documenti di GoToWebinar

GravityZone Tips & Tricks per MSP (webinar)
https://attendee.gotowebinar.com/recording/8256681820767322127?source=WEBINAR

GravityZone Licensing e Reportistica per MSP (webinar)
https://attendee.gotowebinar.com/recording/5087404431569791500?source=WEBINAR

GravityZone Security for Containers (video)
https://youtu.be/CG3BntY-D_U

Domande

Sezione Domande del pannello GoToMeeting

AVANGATE

Distributore a valore aggiunto

contatti pubblici

www.avangate.it → Assistenza Live

contatti per i partner

Login AREA PARTER Avangate Italia https://nova.avangate.it

Chat	In alto a destra:	**LiveSupport**
Telefono	In alto a sinistra:	**Linea Diretta Partner**
Ticket	Menu Supporto:	**Inserisci una richiesta**

AVANGATE

Distributore a valore aggiunto

Bitdefender
AUTHORIZED DISTRIBUTOR

Roberto Novasconi

GRAZIE