Devo for Managed Security Service Providers (MSSP)

The Devo Platform empowers our MSSP partners to vastly improve their cybersecurity monitoring and investigations to delight their customers

MSSPS ARE EXPECTED TO EXPAND SERVICE OFFERINGS

- The Devo cloud-native multitenant architecture enables MSSPs to manage all their current customers with a single platform and add new client tenants in minutes. Devo has open integrations with leading cybersecurity and threat intelligence vendors that can scale rapidly to fit a variety of customer environments.

- Cloud-native, highly scalable SIEM solutions empower MSSPs to support their customers while balancing speed and agility in many aspects of security operations.

- The Devo Platform enables MSSPs to deliver MDR, EDR, XDR and threat hunting indicators of compromise instantly, delivering the results security customers expect in a modern SOC. Devo reporting customization capabilities make it easy for MSSPs to keep customers informed about the latest threats. This keeps MSSP leaders one big step ahead of their competitors.

- Devo's predictive licensing structure makes consistent observability and real-time monitoring a reality for MSSPs. With Devo, there is one annual cost based on daily data ingestion that includes multitenancy, unlimited queries, 400 days of always-hot data, 24/7 support, and cloud management. There are no hidden costs and the platform and partnership grow as MSSPs win new customers and daily data ingestion increases.

- Data ingestion is simple at Devo. Regardless of an MSSP's size, Devo can be activated with the assurance that as providers grow and win more accounts, our platform will grow with them.

- Migration to the Devo Platform uses a simple five-step approach and takes just a few weeks, based on our experience working with large global organizations and MSSPs.

> Setting up EDR, MDR and XDR managed services can be complicated and incredibly expensive. Moving to Devo, the cloud-native logging and security analytics platform, enables native multitenancy, fast deployment for MSSPs' customers, a simple-to-use GUI so analysts can become effective immediately, and 400 days of always-hot data for performing thorough investigations, all at one simple annual price — with everything included.

THE DEVO PLATFORM AND MSSP ARCHITECTURE
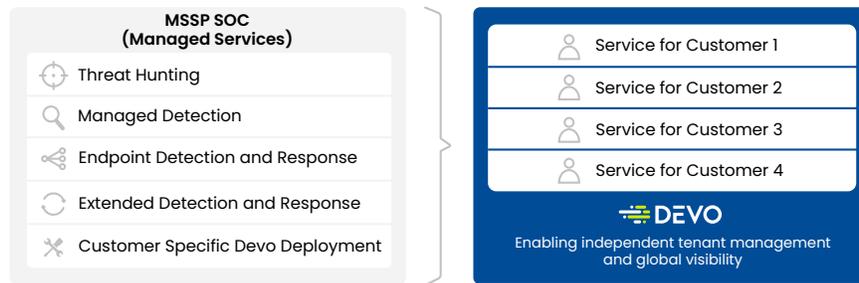
The Devo Platform enables MSSP providers to realize true multitenancy, allowing MSSPs to scale up as they win new customers.

"By 2024, more than 90% of buyers looking to outsource to security services providers will focus on threat detection and response services."

— Gartner, **The Managed Security Services Landscape Is Changing**, *Pete Shoard, Kelly Kavanagh, Mitchell Schneider, John Collins, Toby Bussa, April 9, 2020.*

THE NEED FOR EXTERNAL SOC SUPPORT IS GROWING AMONG ORGANIZATIONS ACROSS INDUSTRIES

Organizations urgently need to scale their security efforts. At the same time, MSSPs are expected to understand the best solutions in the market and have expert visibility into threats facing their customers' businesses, industries or supply chains. Corporate IT and security leaders often have their hands tied when it comes to actualizing their goals due to budget constraints or an inability to hire senior security talent with cloud experience. That's why MSSPs, in their roles as on-the-ground security analysts as well as trainers, consultants and cybersecurity therapists, provide an essential and incredibly valuable service to many organizations, now more than ever.

However, like any security organization, MSSPs must be able to help their customers quickly improve their SOC maturity, respond to global threats, and securely connect with hundreds of customers' systems to ensure security observability. MSSPs need to be able to support customers with on-premises solutions as well as varying degrees of cloud adoption deployed on AWS, Google Cloud or Azure.

FINDING SPEED, SCALE AND RELIABILITY

MSSPs are increasingly looking to Devo for its ability to successfully ingest data from a wide variety of sources — including both on-premises and cloud — for multiple customers at high speed and make available for immediate query. Devo also provides 400 days of always-hot data, without waiting for that data to be indexed. This means more than a year's worth of data is available for threat hunting and to accelerate investigations. This results in more productive MSSP analysts and leadership, not to mention highly satisfied end-user customers who can rest easier knowing their organization's security is in good hands so they can focus on IT or operational innovations for their business.

Being able to focus on what's important enables in-house teams to align with their MSSPs to improve the efficacy of security workflows, recognize vulnerabilities and better prioritize threats, and dramatically improve their security posture instead of simply maintaining security tools. By creating more breathing room every day, Devo is improving satisfaction and retention efforts for MSSPs and their customers — which is essential for both parties at a time when there is an increasingly short supply of talented cybersecurity professionals and remote working has increased dramatically.

Thanks to the Devo Platform's scale and competitive price, MSSPs increasingly are leveraging it to expand MDR, EDR, XDR, and threat-hunting service offerings to their clients. The ease of use of the Devo Platform and the speed at which analysts can be trained and provide value show significant savings on certifications, as well as preventing analyst churn.

Devo makes it easy for analysts to focus on what's important to their business. Additionally, the speed to market at which MSSPs can set up such services is impressive and has the potential to quickly accelerate revenue generation.

The team at Devo knows that for many MSSPs this is just the start of the journey. As the cybersecurity landscape evolves and attacks become more sophisticated, MSSPs need a platform that can grow with their customers' requirements and integrate with the latest security tools and threat intelligence. The Devo Platform provides MSSPs the clarity and confidence to do exactly that.

For those MSSPs already using a platform that doesn't deliver the required flexibility and capabilities, Devo has a simple 5-step approach to migration.

1. First, we work with MSSPs to establish exactly what they want to achieve and any nuances to their current service.

2. Once we are crystal clear on the use cases and services, we begin to onboard data, usually starting with the highest volumes first.

3. Then, using our data analytics capabilities, we work with MSSPs to create Activeboards and custom data visualization.

4. The next step is to make sure data alerts and notifications are integrated with existing technologies, methodologies and best practices.

5. The last step is making sure all staff members are trained using e-learning, one-to-one teaching and workshops to ensure everyone is comfortable and gets full value from the Platform.

NEXT STEPS

MSSPs are using the Devo Platform to enhance the security offerings they provide to customers while decreasing the TCO for logging and SIEM across their rosters.

See how interoperability and unlimited queries can improve the security performance of all your customers. Contact us to learn more about all that Devo offers to MSSPs at Devo.com.

SAAS ALL-INCLUSIVE LICENSE	
One license metric, data volume	✓
Unlimited queries	✓
400 days of hot data	✓
Security Operations application	✓
Service Operations application	✓
Data encryption at rest	✓
Unlimited user access	✓
24/7/365 customer support	✓
Fully managed by Devo	✓
Cloud usage costs included	✓

Devo is the only cloud-native logging and security analytics platform that releases the full potential of your data to empower bold, confident action. With unrivaled scale to collect all of your data without compromise, speed to give you immediate access and answers, and clarity to focus on the signals that matter most, Devo is your ally in protecting your organization today and tomorrow. Devo is headquartered in Cambridge, Mass. Learn more at www.devo.com.