

A background image showing the silhouettes of several hikers on a rocky cliff edge. They are holding onto ropes and appear to be climbing or standing on the edge. The sky is a gradient of light to dark, suggesting a sunset or sunrise.

Corporate Background & Managed Security Services Portfolio Overview

2021

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About Vertek

Vertek Corporation was established in 1988 by owner and CEO Jim McCormick. Headquartered in Colchester, VT with offices in New Providence, NJ the company has a 30-year legacy in delivering innovative solutions that transformed and accelerated the service delivery operations for carriers, MSOs and MSPs. Our telecom operations, cybersecurity and custom software services, coupled with our entrepreneurial zeal and approach to service delivery, creates great value to the clients we serve.

Corporate Highlights

Est in 1988 / Strong Culture, Core Values:

- 110 Employees
- HQ in Colchester, VT, Offices in New Providence, NJ

3 Business Units:

- Telecom Operations
- Custom Software Development
- Managed Cybersecurity

Managed Security Services Provider (MSSP) Portfolio:

- Managed SIEM and Security Operations-as-a-Service (SOCaaS)
- Strong SOC Team Lead by Industry Experts
- AT&T Cybersecurity Platinum MSSP Partner

Committed to Customer Success:

- Highest Client Retention Rate in Industry
- Facility Clearance, NIST 800-171, CMMC L3 (In Progress)
- AT&T Cybersecurity APEX Partner Exchange Master MSSP

The Company We Keep

Vertek partners with local, regional, and national MSPs, VARs, Solution Providers, and Master Agents.

We provide Managed Detection and Response, and Managed Threat Intelligence solutions to customers that have 50 to 2,000+ employees, operating within, or selling to, regulated industries.

Managed Security Solutions

After a decade of running security operations internally to support global carriers, MSOs, and MSPs, Vertek commercially launched its Managed Detection and Response, (MDR) and Managed Threat Intelligence (MTI) solution. The company has built a diverse partner ecosystem and supports customers in over a dozen industries.

Top Industries Served

Over the last five years Vertek has built a reputation as an advanced, proactive MSSP that provides superior cybersecurity monitoring, detection, and response services to the following regulated industries:

- Financial Services
- IT Solution Provider
- Retail
- Manufacturing
- Utility
- Public Sector
- Business Services
- Construction
- Legal
- Telecom
- Technology
- Transportation
- Logistics

“There’s a huge economic advantage to outsourced MDR services. Reduced costs and consistent pricing made Vertek a no-brainer for providing managed threat intelligence to my customers.”

- Vertek MSP Partner





Engineering, Development & Operations Capabilities

Over the last two decades Vertek Corporation has developed significant engineering, development, and security operations capabilities. This includes developing custom software applications, APIs, scripts, analytics dashboards, automation, workflow, and custom reporting. The Vertek labs team develops, manages and maintains private threat pulses and regularly shares research with the industry.

Capability Highlights

Certifications:

- *Vertek's security operations team is staffed with senior analysts and engineers that have achieved and maintain industry certifications such as: CISSP, CEH, CPT, CIH, CYSA+ Security+, Network+, AlienVault, AWS, Cisco, VMware, Microsoft, ITIL, PMP, and Java.*

Compliance Experience:

- *Over the last three decades, Vertek's security operations and internal IT operations teams have developed significant experience with various regulations and are familiar with regulatory compliance frameworks and designations such as: NIST CSF/800-171, ISO 27002/1, FFIEC/GLBA, SEC/OCIE, 23 NYCRR PART 500, SANS CIS, PCI, HIPAA, and SOC2.*

Competencies:

- *Since inception, Vertek's security operations team has performed various proactive, and responsive activities to defend and protect the business, validate threats, and remediate or remove risks for Vertek corporation, and recently over the last five years, for customers across over a dozen regulated industries. Internal skills and competencies include: Threat Hunting, Forensics, Security Operations, Custom Coding, Reporting and Analytics, Compliance.*

Custom Threat Intelligence:

- *The Vertek labs team leverages the company's customer secure software development legacy, developing, managing, and maintaining private threat pulses of Phishing, FS-ISAC, ES-ISAC, NCCIC and US-CERT threat indicators. These custom indicators are pushed real-time to our customer's SIEM solution and are fully managed by our security operations center team.*

Why Vertek? (From 2020 Customer and Partner Surveys)

The feedback we received from customers and partners about why they work with Vertek speaks volumes:

Top notch security engineering, subject matter experts

Service is high quality

U.S. Based, Local

Enterprise level SIEM/SOC services

Service is comprehensive, good price to value is solid

Vertek team is likable; easy to engage and responsive

Consultative approach to providing SIEM and SOCaaS

Customized solution for companies seeking high-end security monitoring

Ability to deliver a white glove approach

Detail in the portal, tracking, monthly meetings, and out-briefs, are auditor friendly

Distill info down to an actionable level

Act as an extension of customer-partner IT / infosec team

Help customers to focus on what is important

Ability to deploy-engage as fast as the customer wants

Telecom, ISP, Enterprise Background and Bringing that to the Mid-Market

Economic advantage of outsourced SIEM/SOC services to reduce costs

Price consistency, flexibility (customer can buy from AV or Vertek)



Managed Detection & Response

Organizations of all sizes are under attack and are looking for modern, and effective cybersecurity monitoring, threat detection, and incident response solutions. For over a decade, Vertek's Security Operations Center team has provided world-class monitoring and detection services that adhere to rigorous federal, state, and industry regulations.

Managed Detection & Response

Our U.S. based, 24x7 Security Operations Center team actively monitors client's networks for possible hacking attempts and system intrusions, providing up-to-date cybersecurity threat alerts and the remediation guidance needed to deflect them.

Vertek provides clients with the hardware, software, and sensors needed to analyze and monitor threats within on premise, collocated, or cloud-based networks and environments. We provide up-to-date cyber threat information and automating response actions where applicable and provides critical threat and attack remediation guidance and support to clients as they execute against the suggested remediation guidance.

Service	MDR - Managed Detection & Response Functionality
Description	Detect and respond to threats on premise, in the cloud or in cloud applications
Remote Deployment of Unified Security Management (USM) Solution	<ul style="list-style-type: none"> Physical or virtual appliance deployment Inventory scanning and asset registration Network and endpoint monitoring Baseline vulnerability environment scanning Event correlation, tuning and alarm trimming Basic USM dashboard and MDR report creation
Alarm Monitoring	<ul style="list-style-type: none"> 24x7 Coverage for Severity Level 1 12x5 Coverage for Severity Levels 2 9x5 Coverage for Severity Levels 3-4
SIEM Tuning	<ul style="list-style-type: none"> Continuous
Ticket Creation	<ul style="list-style-type: none"> Included
Threat Analysis	<ul style="list-style-type: none"> 24x7 Coverage for Severity Level 1 12x5 Coverage for Severity Levels 2 9x5 Coverage for Severity Levels 3-4
Remediation Guidance	<ul style="list-style-type: none"> Included
Automated Threat Response	<ul style="list-style-type: none"> Based on USM integration capabilities with Client technology
Client Portal	<ul style="list-style-type: none"> Service notifications Incident response contact and escalation documentation Request alarm or USM support View and respond to tickets Industry feeds and advisories Track USM filtering and suppression 2 portal accounts come standard
Unified Security Management (USM) console access	<p>Read-only Appliance access (clients can access views and search but cannot make system changes that impact other users.). Actions Read-only can take:</p> <ul style="list-style-type: none"> Create dashboard and dashboard views View alarms page and alarm details View events page and event details View asset page and assets details View vulnerabilities page and vulnerabilities details View environment configuration issues and environment users View the saved reports page
Lifecycle Management	<ul style="list-style-type: none"> Platform updates, signature updates, platform maintenance Verification of Data Backup; configuration and job status Health monitoring of Service Software and Appliance
Service Reporting	<ul style="list-style-type: none"> Monthly MDR report emailed to Client contacts (e.g., incident response activities, alarm analytics, change notifications, alarms flagged for review, overall alarm deflection, etc.)
Service Review	<ul style="list-style-type: none"> Quarterly Technical Account Manager guided service review to discuss performance, discuss Client roadmap, obtain service feedback, set high-level goals and objectives



Managed Threat Intelligence

Without visibility into attacks, threats and risks, it's impossible to measure, control and mitigate risk, capture a return on investment, and continuously improve your security or risk program to drive positive business outcomes.

Vertek's Managed Threat Intelligence (MTI) service expands the basic Managed Detection and Response service by providing a greater level of incident response and threat support, and access to dashboards and advanced analytics helping clients to advance their cyber-maturity, realize business value, and proactively reduce risk.

Service	MTI - Managed Threat Intelligence Functionality
Description	MDR + Advanced analytics and Client security operations oversight
Security Action Dashboard	<ul style="list-style-type: none"> Monthly incident and action dashboard creation Monthly SIEM, SOC report creation and review Security concerns, questions and noteworthy items Monthly report repository
Advanced Analytics Platform	<ul style="list-style-type: none"> Client SAML authentication provider required Detect, protect and respond dashboards Access to 35+ security visualizations and user guides Ability to customize report visualizations and create dashboards
Service Reporting	<ul style="list-style-type: none"> Ability to export reports from Vertek's Client Portal or from the Advanced Analytics Platform
Service Review	<ul style="list-style-type: none"> Monthly Security Analyst guided alarm review, report review, and tuning discussion (e.g., discuss outstanding and important alarms and vulnerabilities, help prioritize and set remediation activities, discuss standard and custom reports and document action items that carry forward month to month.)

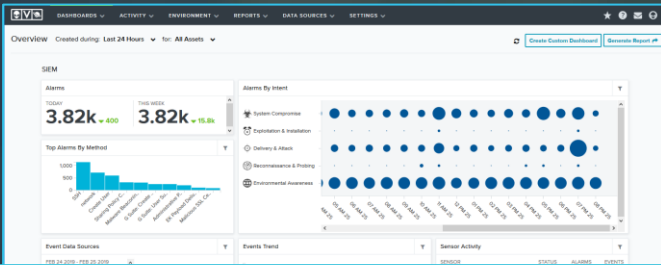
"The detail within Vertek's platform is unmatched. The information is both comprehensive and able to be distilled down to an actionable level."

- Vertek MSP Customer

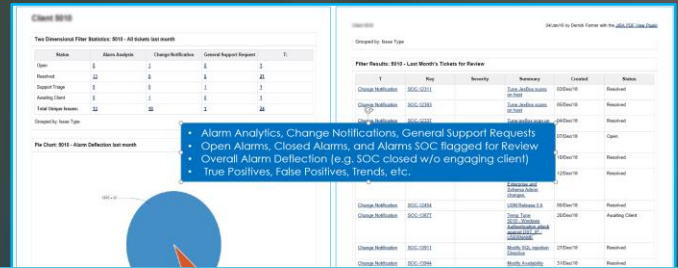


MDR & MTI Summary

Unified Security Management Reports



Security Operations Reports



MDR: Designed for smaller, early stage, cost conscious organizations just looking to get started with logging, monitoring for security or compliance reasons.

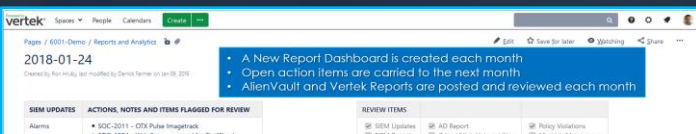
SIEM Health and Real-Time Security Metrics

- Asset Reports
- Alarm Reports
- Threat Reports
- Policy Reports
- Event Reports
- Security Reports
- Vulnerability Reports

Monthly Alarm Status Reports

- Active Alarms, Assignment and Status
- Total Alarms (SOC Deflected vs. Client Interaction)
- True Positive Alarms sorted by severity
- False Positive Alarms

Detailed Portal Driven Service Reviews



Business Intelligence Dashboards



MTI: Designed for more advanced, mature, value focused organizations looking to rapidly evolve security, risk, or compliance programs, capabilities, and posture.



Monthly Incident and Action Dashboard

- Deployment Status & Environmental Changes
- Outstanding and Important Alarms, Vulnerabilities
- Service Tuning and Maintenance Tickets
- SIEM Total Events and Statistics
- Document Network Changes | Critical Vulnerabilities
- Generate and Track Client & Vertek Action Items
- Critical Prioritization and Remediation Guidance
- Track Client Signoff on SIEM Filtering and Suppression

Protect, Detect and Respond

Security Operations Management Visibility

Answer key questions stakeholders are asking:

- How secure is our organization?
- Are our security investments paying off?
- Are cybersecurity services delivered in a fashion that meet the business needs?
- Are our IR capabilities adequately managing the impact of incidents to the organization?

MDR+MTI = Superior Security

Vertek's Managed Detection and Response and Managed Threat Intelligence Solutions provide proactive security monitoring and superior remediation support services with actionable intelligence that is best in class in the industry.

Unified Security Management (USM) Software

Vertek experts review your unique security and compliance requirements and identify how their award winning USM can accelerate security program maturity, and address regulatory requirements such as PCI-DSS, HIPAA, NCUA, GDPR, FFEIC, NERC CIP, NIST 800-171, CMMC, ISO 27000, SOX, FINRA, and others.

USM Sizing, Procurement, Installation, Configuration, and Ongoing Management

Our SOC engineers and industry experts collaborate with your team to size, design, procure, install, and configure new SIEM software. We optimize the deployment of the software to enhance your cybersecurity program effectiveness and address regulatory compliance and business reporting requirements.

24x7 Security Operations Center Services

Vertek's security analysts and engineers utilize the SIEM, and specialized methods and tools, to inspect, research and validate attacks and threats 24x7x365. We determine severity levels, provide reporting and remediation recommendations or response services, to prevent attacks or threats from damaging the company during times of crisis.

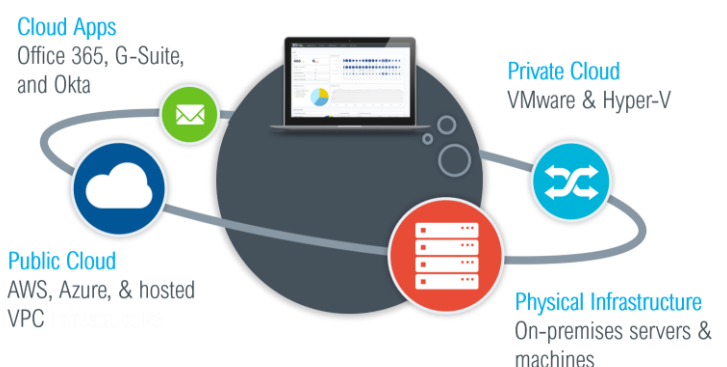
Ongoing MDR & MTI Reporting Services

Vertek's security analyst and engineering team provide ongoing monitoring, detection, and response services while creating customized threat intelligence reports and dashboards helping your organization to capture greater ROI, while removing and reducing risk from the organization.

Trusted by 7,000 Customers

Unlike other SIEM software, Unified Security Management® (USM) combines powerful SIEM and log management capabilities providing the five essential security technologies required by various industry regulations such as:

Asset Discovery, Vulnerability Scanning, Intrusion Detection, Behavioral Monitoring, SIEM and Log Management and Reporting.



Centralized monitoring of cloud, on-premise, and hybrid environments, through a single pane of glass.

Embrace the Value of Vertek

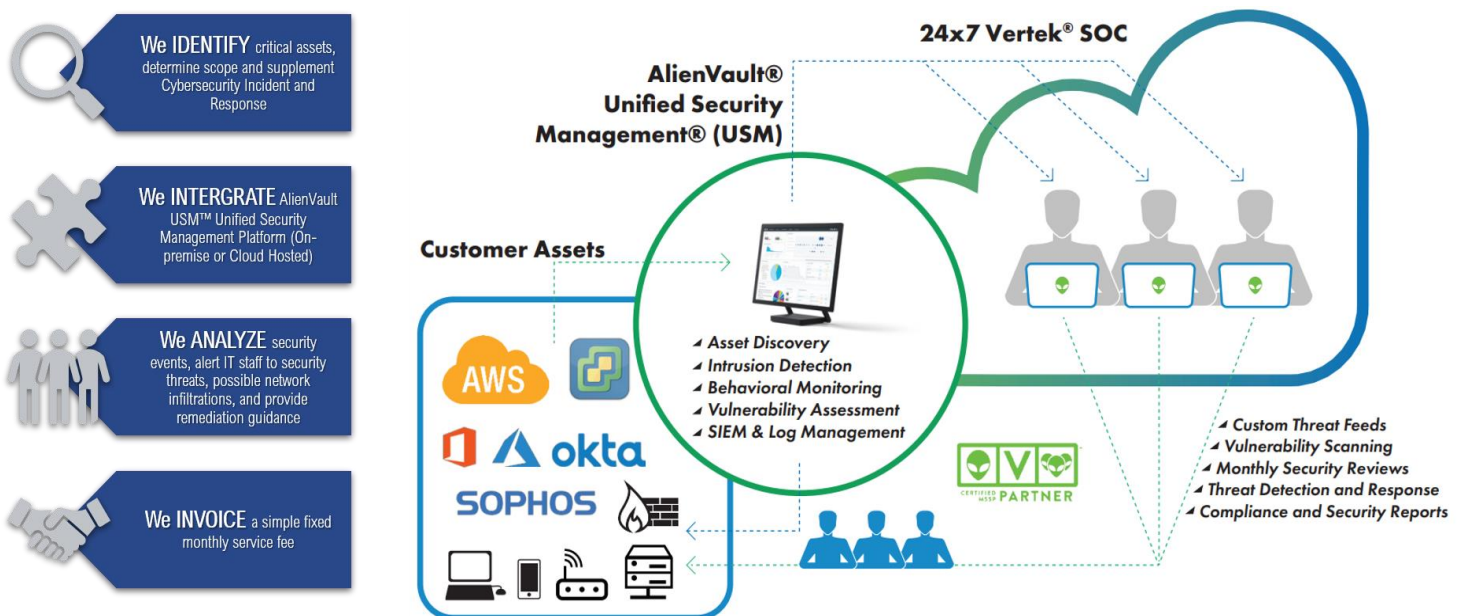
Reduce risk and maximize the return on security investments.

Managed Detection and Response – With a Human Touch

Research shows that many security incidents often go undetected; even when using tools and platforms that include automated response.

We don't leave your security up to chance. Not only do we continuously detect attacks and threats – we take it a step further and provide proactive remediation guidance and actionable intelligence to remove risk out of the business while helping to continuously improve your cybersecurity program and posture.

Leveraging host intrusion detection (HIDS), network intrusion detection (NIDS), as well as cloud intrusion detection for public cloud environments including AWS and Microsoft Azure, enables our security team to detect threats as they emerge in your critical cloud and on-premises infrastructure.



Highly Responsive and Proactive Managed Security That You Can Trust

Vertek provides a consultative and personalized experience to client's that are seeking a comprehensive Managed Detection and Response solution.

Our engineering and delivery team will scope, design, order, implement, integrate, tune, and provide ongoing management of your managed security solution – all under a single fixed monthly fee.

Reach out to Vertek today and embrace the value of proactive and superior managed security services!



www.vertek.com/managed-cybersecurity/

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