OSTRA
Your Trusted Cybersecurity Team™

NEW PARTNER ACADEMY

Kick-Off

Agenda

Introductions & Purpose

Ostra Origin & Mission

Ostra Solution Components

Partner Journey

Next Steps

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INTRODUCTIONS

Two Teams Unite to fight Cyber Crimes

Kickoff Purpose

The purpose of this meeting is to provide you with an overview of Ostra and the New Partner journey.
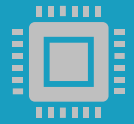
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OSTRA ORIGIN & MISSION

Why We Do What We Do

About Ostra

Built specifically to serve small and medium sized businesses

Security as a Service

- Managed strategy (vCISO, Architecture)
- Managed security e.g., email security, endpoint security, incident response
- 24x7x365 always on security operations

Over 250 Customers

- Banking and financial services, manufacturing, healthcare, technology, retail and ecommerce businesses protected
- 10K+ endpoints monitored
- 5 Billion+ events ingested daily

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Filling the Gaps

- Fortune 100-calibar protection for your clients at a fraction of the cost

- Ostra breaks down the silos to ensure your clients are safe

- Best-in-class Tools, Technology, and Talent
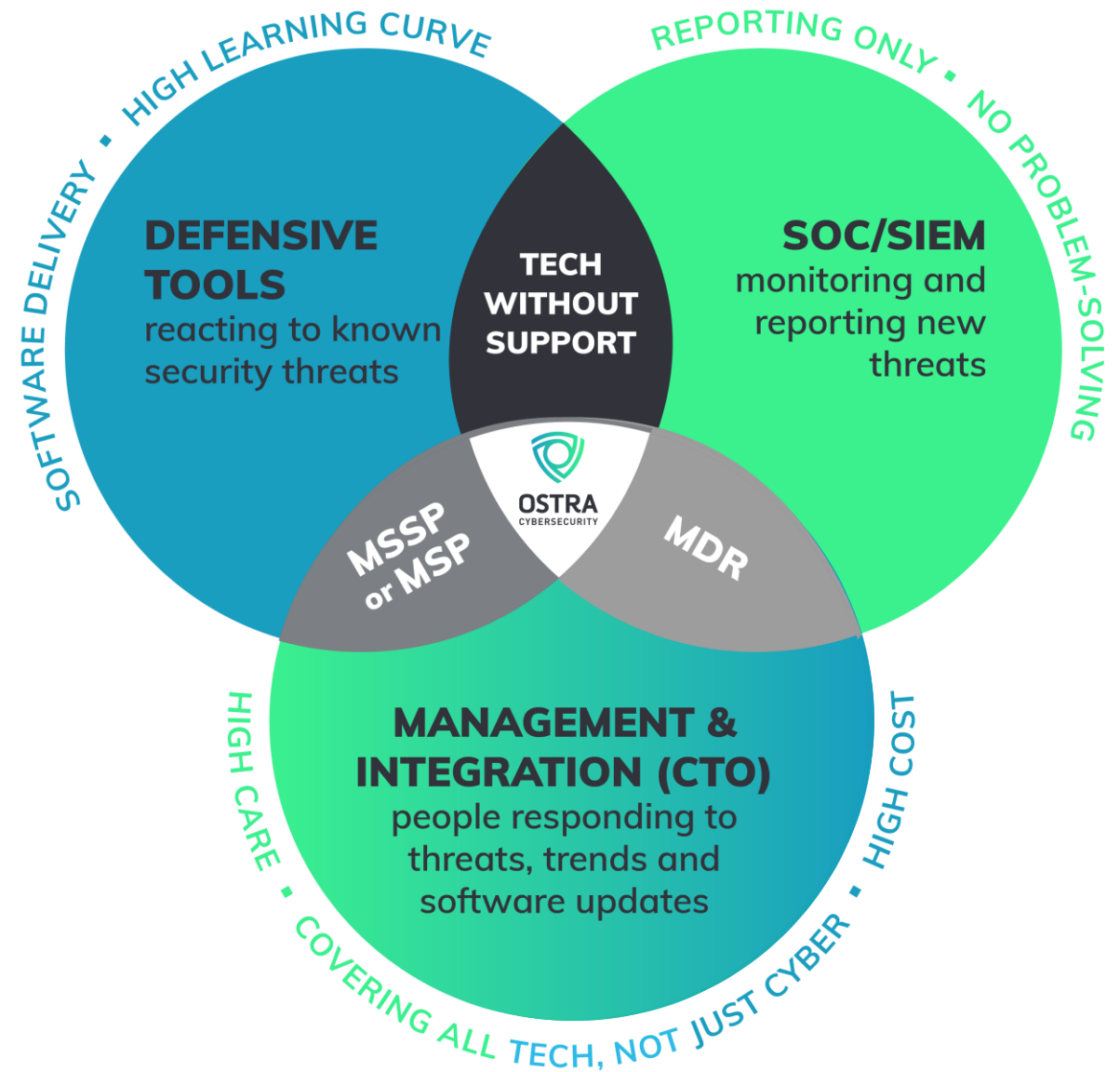
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OSTRA SOLUTION COMPONENTS

How We Do What We Do

Ostra Solution Components

24/7 Managed Security Operations Center (SOC)
✓ 24/7 monitoring
✓ Round-the-clock support
✓ Advice from our knowledgeable team of experts

24/7 Security Information and Event Management (SIEM)
✓ Threat intelligence
✓ Security orchestration
✓ Event logging and analytics
✓ Customized dashboards for compliance reporting

Email Security
✓ Machine learning, AI and analytics identify attacks
✓ Inspects URLs to credential-phishing sites and rewrites URLs
✓ Impersonation detection and in-house spam filtering
✓ Retroactive analysis and alerting

Security Awareness Training
✓ Access to ongoing psychological security training
✓ Phishing testing and reporting

Firewall & VPN
✓ Automated Detection & Prevention of Zero-Day exploits & malware
✓ Advanced analysis, machine learning & shared threat intelligence
✓ Credential Phishing Prevention & blocking new malicious URLs
✓ Selective Web Traffic Decryption and Safe Search Enforcement

Collector & Sensor
✓ Seamlessly combines several monitoring and detection systems
✓ Captures real-time threat detection and analysis
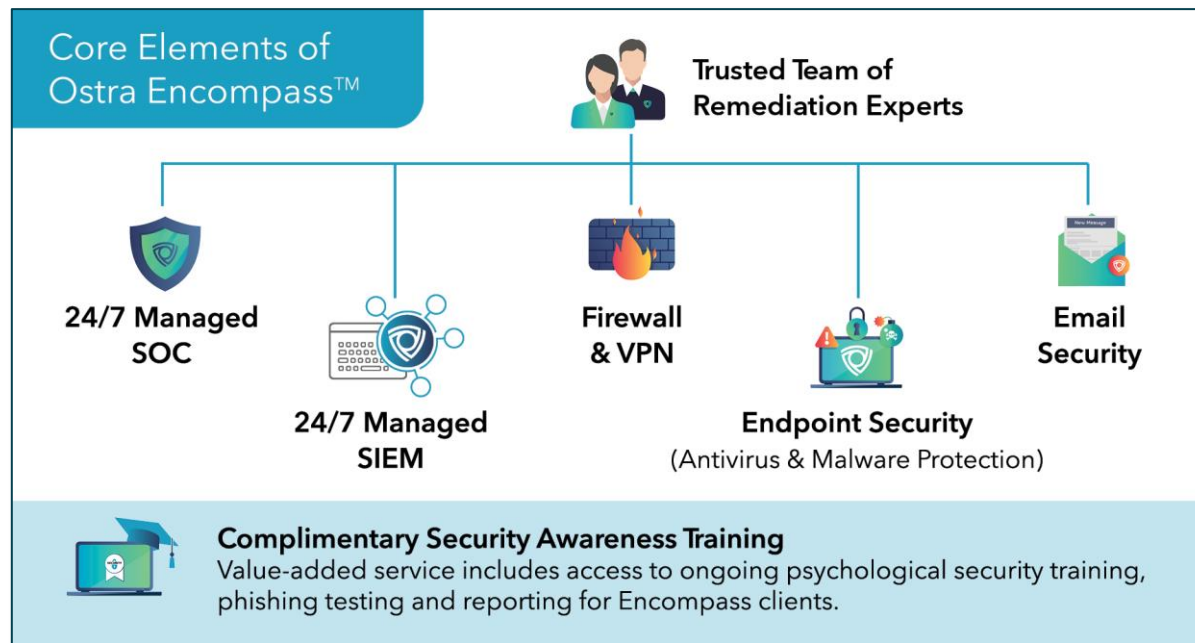✓ Creates a system for faster event reconstruction

Endpoint Security (Antivirus & Malware Protection)
✓ Single agent with 3 detection engines minimizes configuration
✓ Integrated workflow to analyze/respond to threats
✓ Fully integrated malware protection with antivirus defenses, machine learning, behavior analysis, indicators of compromise and endpoint visibility

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Ostra **Encompass**™

- We **Encompass** your company's needs as Your Trusted Cybersecurity Team with one holistic, easy to install, fully managed security operations solution across critical categories of cybersecurity

- **Ideal fit:** Clients looking for a holistic solution with no existing, retained components

Core Elements of Ostra Encompass™

Trusted Team of Remediation Experts

24/7 Managed SOC

24/7 Managed SIEM

Firewall & VPN

Endpoint Security (Antivirus & Malware Protection)

Email Security

Complimentary Security Awareness Training
Value-added service includes access to ongoing psychological security training, phishing testing and reporting for Encompass clients.

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Ostra **Extend**™

- **Extend** your existing security capabilities with proactive 24/7 enterprise-wide monitoring and hands-on remediation of your clients' endpoints

- **Ideal fit:** Clients with existing infrastructure or security solution subscriptions
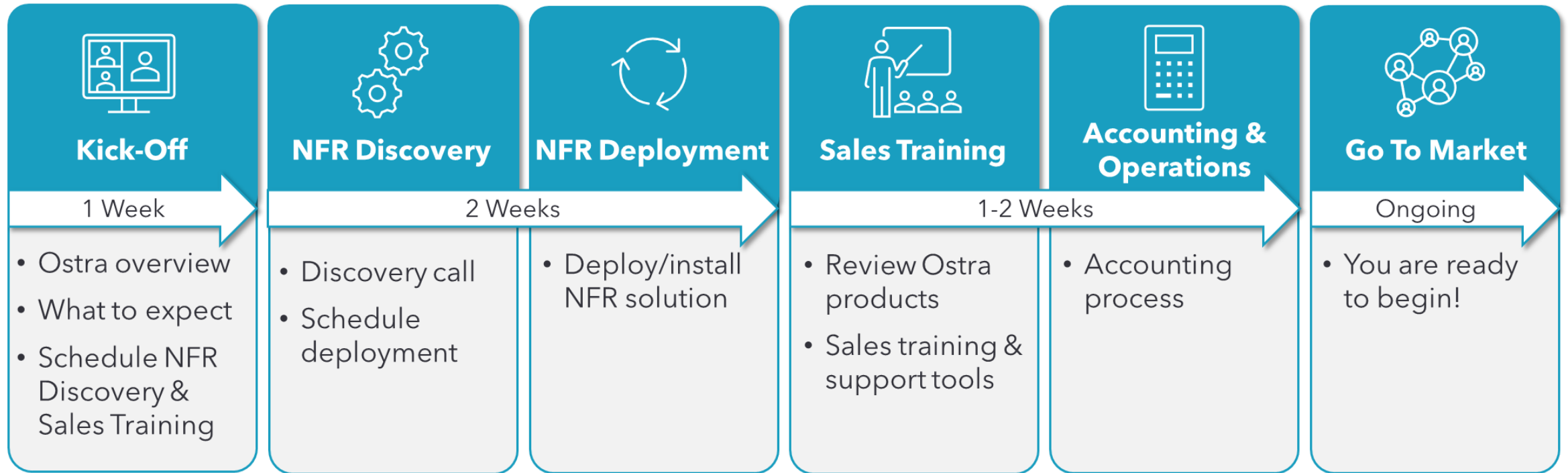

Core Elements of Ostra Extend™

Trusted Team of Remediation Experts

24/7 Managed SOC

24/7 Managed SIEM

Collector & Sensor

Endpoint Security (Antivirus & Malware Protection)
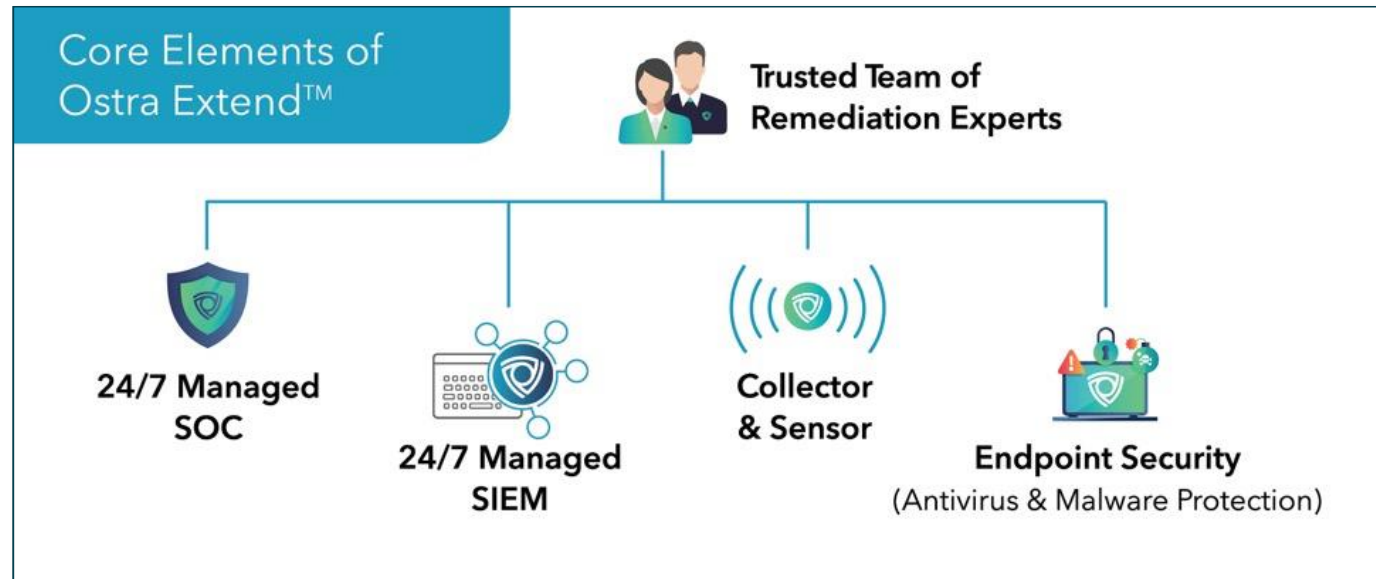
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PARTNER JOURNEY

What To Expect

New Partner Academy Journey

Kick-Off	NFR Discovery	NFR Deployment	Sales Training	Accounting & Operations	Go To Market
1 Week	2 Weeks		1-2 Weeks		Ongoing
• Ostra overview • What to expect • Schedule NFR Discovery & Sales Training	• Discovery call • Schedule deployment	• Deploy/install NFR solution	• Review Ostra products • Sales training & support tools	• Accounting process	• You are ready to begin!

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Onboarding NFR Solution

Kick-Off

- Schedule 1 hour discovery call to review your environment & gather info
- Updates may be made during this meeting

NFR Discovery

- Ostra to partner with the MSP to implement the NFR Solution

NFR Deployment

- 24/7 Managed SOC
- 24/7 Managed SIEM
- Reporting

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Sales Training / Accounting & Operations

Ostra's experienced Channel **Team** will provide you with all the **knowledge to** allow you to **sell Ostra solutions with confidence**

Sales Training

- Overview of Products
- Tips on selling
- Resources to assist you

Accounting & Operations

- Setup Process
- How to register and report a sale

Go To Market

- You are ready to begin!

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NEXT STEPS

Journey Begins!

Next Steps

- ❏ Schedule Discovery Meeting
- ❏ Schedule Training Session

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Questions

THANK YOU!

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