

Introducing

# SecureNetwork

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## An endpoint-to-edge security solution



**Cybersecurity has  
become too complex  
for most businesses to  
manage effectively.**

As the digital landscape continues to evolve, cybersecurity threats are becoming more sophisticated, posing significant financial risks to businesses and the MSPs that support them.

Working with MSPs around Australia, we've identified a common issue that puts both the end-user and MSPs at risk - partial and disjointed solutions that have been pieced together or inherited by the customers incumbent provider. These scenarios frequently result in a myriad of challenges both for the MSP and your customers, creating an environment where dissatisfaction and potential risks are prevalent.



# What do disjointed solutions look like?

- Incorrect connection types installed
- No SLA on connections
- Incorrect hardware/routers installed
- No or misconfigured firewalls
- Unpatched or outdated routers
- No network redundancy
- Multiple and isolated security products that don't communicate with each other

## Challenges brought by disjointed solutions:

- Longer times spent on support tickets, reducing profit margins for the business
- Increased frustration by customers and their staff
- Expectations of customers that the MSP is responsible for all aspects of security
- Increased risk to MSPs as it's your duty as an MSP to report and manage all aspects of information technology for your customers



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# SecureNetwork

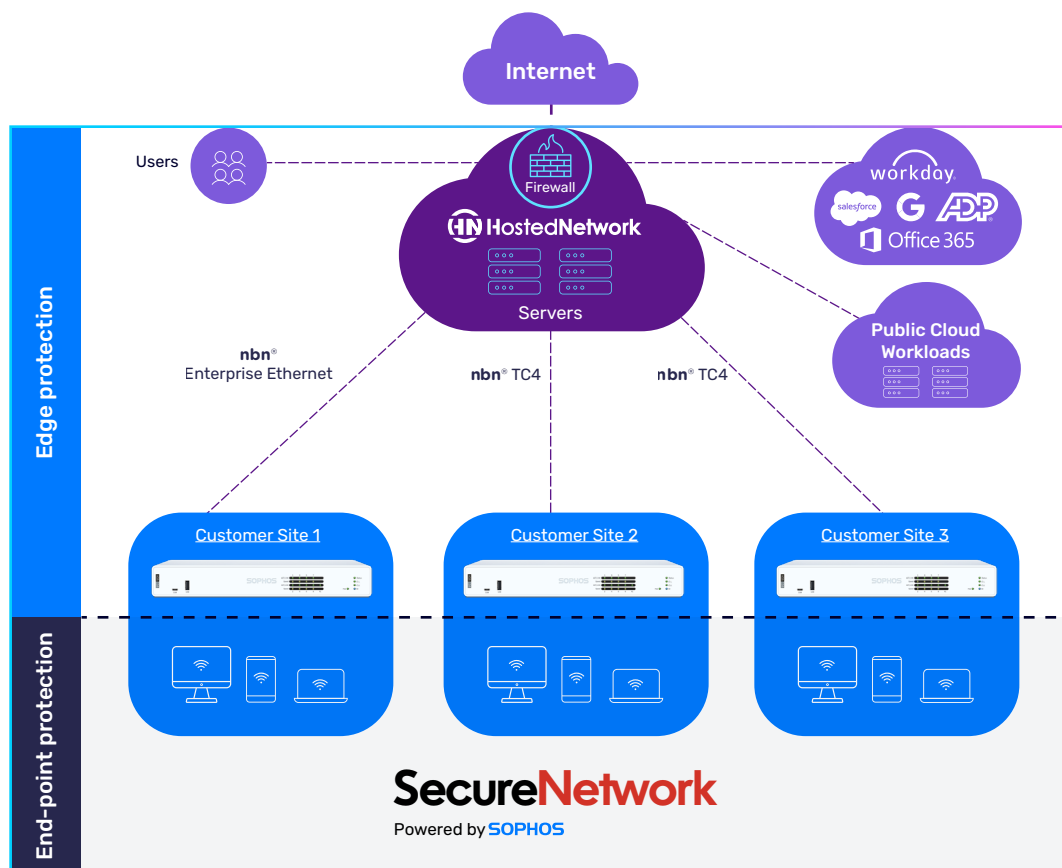
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As cybersecurity threats continue to become more complex, businesses and MSPs need to ensure they have a robust and comprehensive security system in place to protect themselves and their customers.

At Hosted Network, we are committed to delivering cloud and telco services the way they should be; simple and easy to use. That's why we developed SecureNetwork, a turnkey solution that is designed to simplify security for both MSPs and end-customers while addressing the increasing demand for reliable security and connectivity.

SecureNetwork combines both endpoint-to-edge protection, providing a unified platform that simplifies management while effectively safeguarding your business. By integrating security and connectivity, we aim to reduce the time, cost and risk associated with managing multiple, disjointed solutions.

Our focus is on ensuring your peace of mind. The expert MDR team at Sophos continuously monitors and responds to potential threats, allowing you to rest easy knowing your network and users are protected 24x7. SecureNetwork not only addresses current cybersecurity challenges but also ensures that you can focus on what truly matters, your business.



# Solution Overview

## Edge

## Protection

SecureNetwork Edge Protection offers a comprehensive solution for businesses that includes the following features:



### Business-grade connectivity

- Inclusive of appropriate carrier Service Level Agreements (SLAs).
- Ensures that your customers are always connected and downtime is minimised.



### Next-generation Unified Threat Management (UTM)

- Delivered from the Internet Service Provider (ISP) layer.
- Simplifies the process of managing multiple firewalls at each site and ensures a "clean connection" to each site, reducing the risk of cyber attacks.



### Onsite Sophos routers

- Provides robust security and enable secure connectivity across multiple sites.



### Complete monitoring and management of the connections, equipment, and firewalling

- Ensures that your customers are secured, and any issues are resolved promptly.

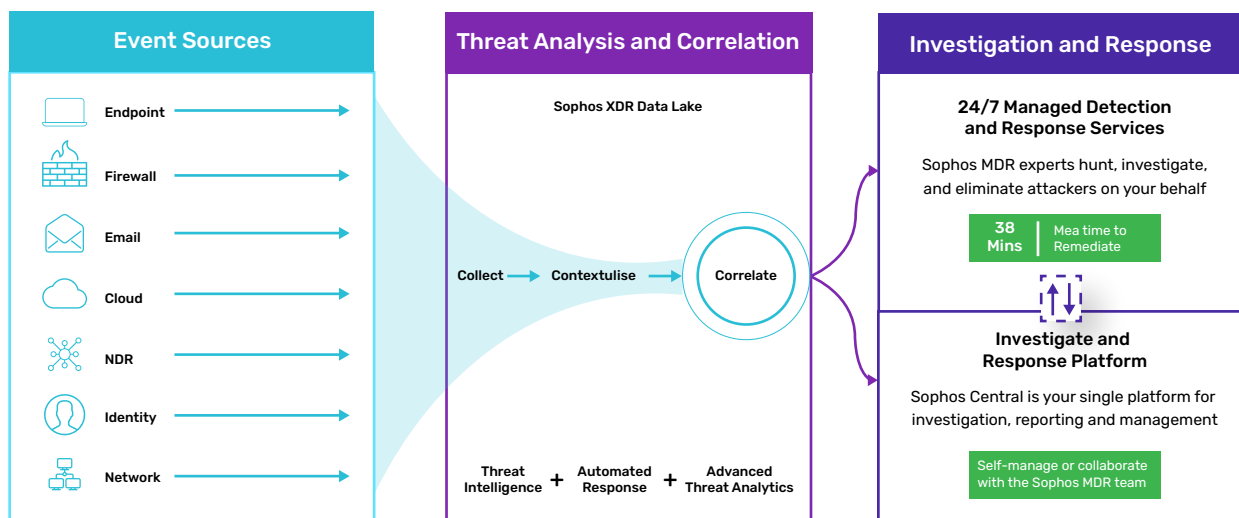


# Endpoint Protection

Experience unparalleled cybersecurity with Sophos MDR Complete, an advanced Managed Detection and Response solution designed to safeguard your customers through proactive threat hunting, expert analysis, and 24/7 security coverage.



## Sophos MDR Complete - How it works



### Threat hunting

Proactive threat hunts to uncover and rapidly eliminate threats

### Threat detection

Detection of known threats and potentially malicious behaviours wherever your data reside

### Incident Response

Respond to threats in minutes - whether you need full-scale incident response or assistance making more accurate decisions

# 1

## Proactive Threat Hunting:

Sophos MDR Complete goes beyond traditional security solutions by proactively searching for indicators of compromise (IOCs) and other hidden threats within your customers' network. This proactive approach ensures that potential vulnerabilities and breaches are detected before they can cause significant damage, minimising the impact on your customers' operations and reputation.

## 2 Comprehensive Threat Detection and Response:

Sophos MDR Complete offers a robust Managed Detection and Response (MDR) service that continuously monitors your customers' IT environment for potential threats. By combining sophisticated AI-based analytics with expert human analysis, it quickly identifies, investigates, and responds to potential security incidents, keeping them safe from cyberattacks.

## 3 Time and Resource Savings:

By outsourcing threat detection and response efforts to Sophos, your customers' in-house IT team can focus on strategic projects and core business functions. This not only saves time and resources but also ensures that their cybersecurity efforts are carried out by a team of dedicated experts, providing them with peace of mind.

## 4 24/7 Security Coverage:

Sophos MDR Complete offers round-the-clock monitoring and support, ensuring that your customers are protected at all times. In the event of a security incident, Sophos' team of experts will work quickly to contain, mitigate, and remediate the threat, minimising any potential downtime and preserving your customers' data and assets.

## 5 \$1 Million Breach Warranty\*:

Sophos MDR Complete comes with a Breach Warranty of up to \$1 million\*, providing an additional layer of financial protection to your customers in case of a security breach. This warranty is a testament to Sophos' confidence in their service and their commitment to protecting your customers' valuable data and assets.

# Why

## SecureNetwork?

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By leveraging the latest technologies and best practices in network security, SecureNetwork provides a seamless and hassle-free solution that allows MSPs to achieve higher profit margins, faster resolution times, and improved customer experience.



Helps comply with the  
Essential 8 best practices  
and cyber insurance needs.



Rest easy knowing your  
customers' network is being  
taken care of.



Ensure stickier customers  
as you become their  
trusted advisor.



Add expertise  
not headcount.



Compete with the large  
providers with a proactive  
approach to security.



Decrease security risks to  
your MSP and customers.



Improve customer experience with  
quicker resolution times.



Generate additional  
recurring revenue.



Low-touch - focus on driving  
sales with higher margins.



Simplify selling security.



Get up to 50% margin on  
volume pricing.



Full private networking inclusive  
with multiple sites.

## Simple to quote

SecureNetwork has been designed to provide a simple turnkey solution, allowing your team to quickly quote solutions for your customers.

### All you'll need is:

1. Number of endpoints (computers / servers)
2. Connectivity type & speed

Contact us to learn more about SecureNetwork or get a quote today:

 1300 781 148 |  sales@hostednetwork.com.au |  www.hostednetwork.com.au