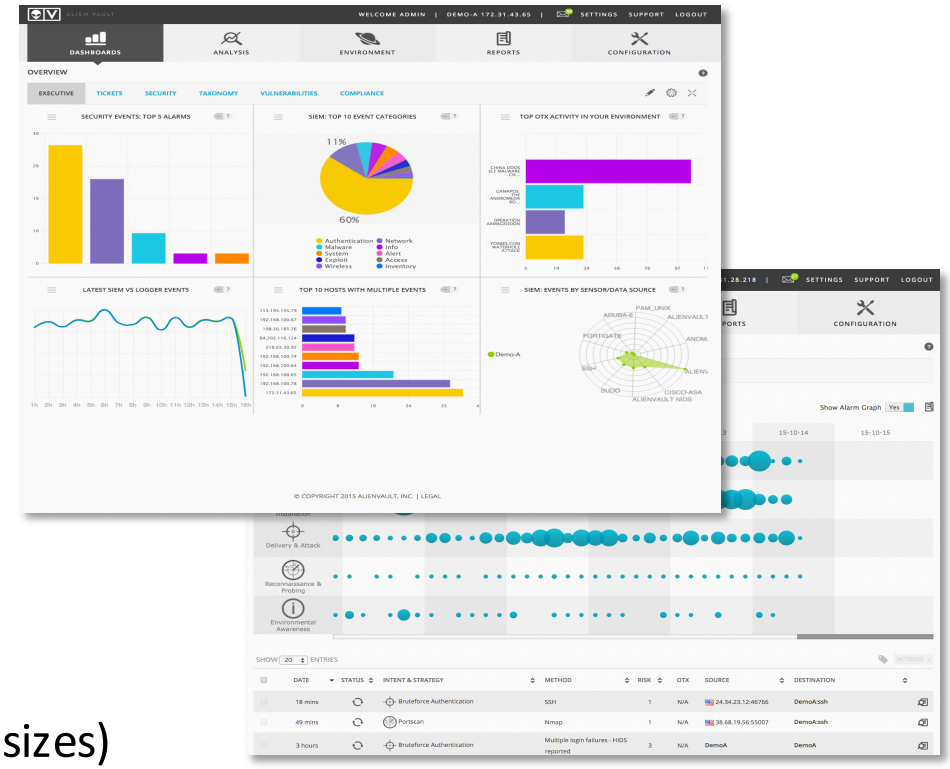


ALIENVAULT

MSSP Program Description & Pricing (for all sizes)

FY 2016

Market Realities

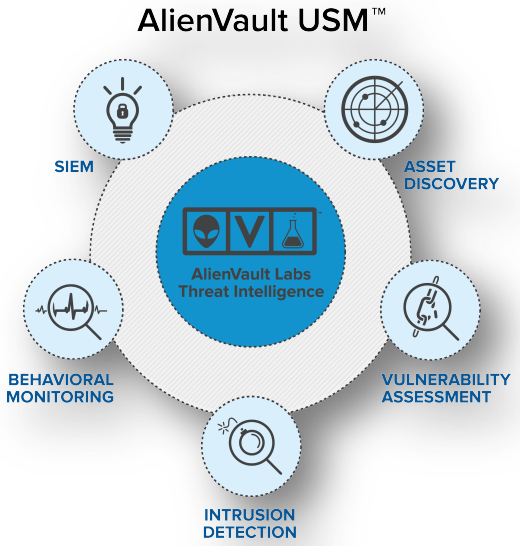
The Security Challenges Your Customers Face

- Lack the in-house capabilities required to keep pace with changing business demands, compliance mandates, and emerging threats for strategic implementation of new IT security solutions.
- Don't have the capabilities to effectively monitor and manage the security infrastructure to ensure optimal utilization of current assets.
- In-house IT staffs spend far too much time on day- to-day operational security issues versus new strategic projects.
- Depend on IT security tools and processes that provide a reactive, rather than proactive, approach to mitigating risk and minimizing data loss and downtime.

… Which has led to organizations moving to MSSPs

There are 2 Types of MSSPs…

Those who try to buy & build and integrate it all on their own…

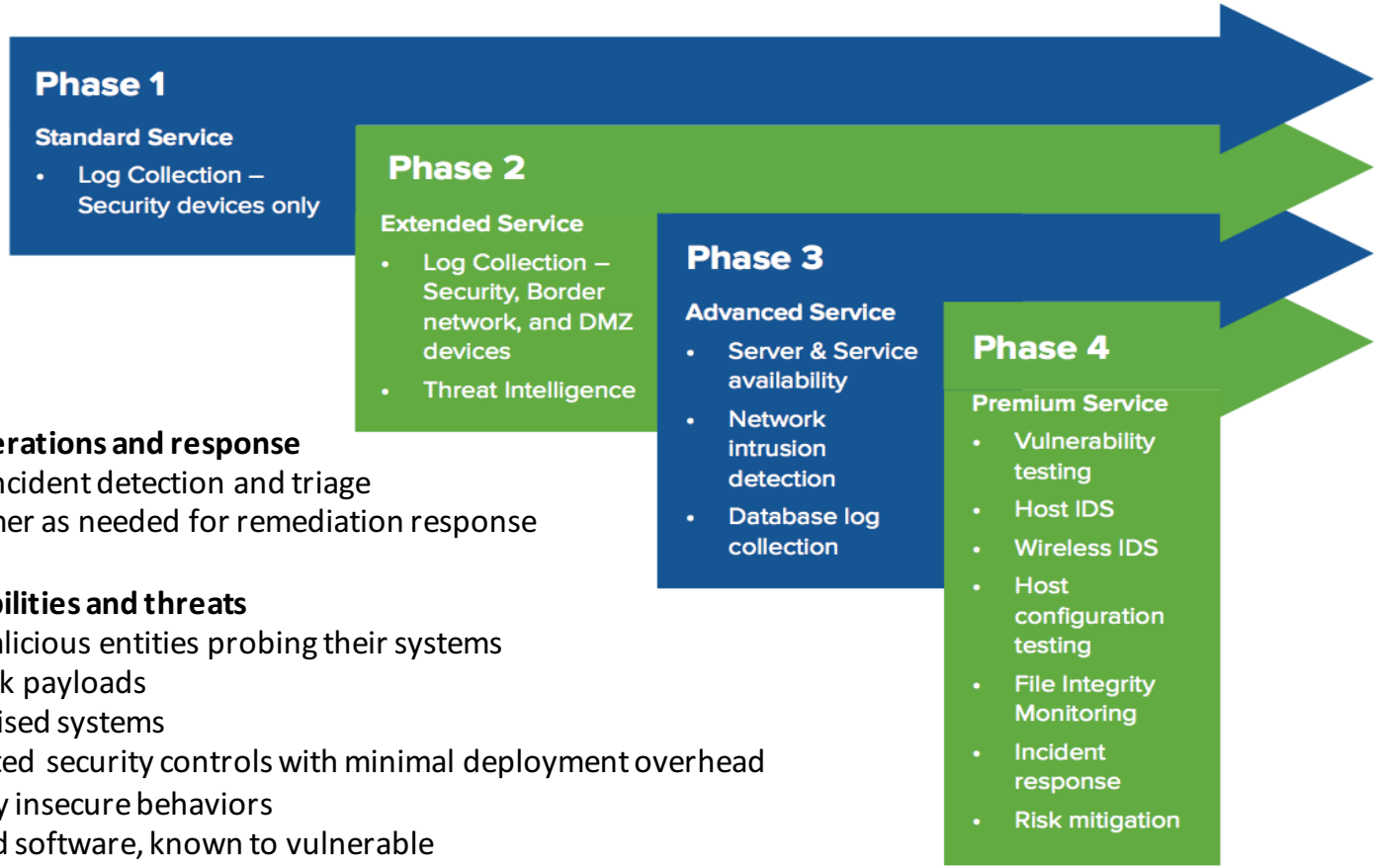


Those who look for a platform that is already integrated – or "Unified (Integrated) Security Management"

Why AlienVault For Managed Security?

- ✓ Easy centralized management with a federated architecture
- ✓ Threat intelligence from AlienVault Labs and Open Threat Exchange™ (OTX)
- ✓ Vertical/Horizontal Offerings
  - Easily build security catalog around USM platform's built-in essential security capabilities
  - Threat detection / Alerting / Prioritization / Response
- ✓ Large library of compliance reporting
- ✓ Flexible deployment options including both hardware or virtual appliances
- ✓ "Pay as you Grow" licensing mode

Start/Expand Your Service Catalog: "What can I offer?"



Managed security operations and response

- Provide first line incident detection and triage
- Escalate to customer as needed for remediation response

Reporting of vulnerabilities and threats

- Identify known malicious entities probing their systems
- Detect latest attack payloads
- Identify compromised systems
- Leverage time-tested security controls with minimal deployment overhead
- Identify potentially insecure behaviors
- Identify unpatched software, known to vulnerable

ARCHITECTURE

Architecture

Build it.

Sensor

- Asset Detection
- Vulnerability Assessment
- IDS
- Host IDS
- NetFlow Analysis
- Service Monitoring
- Log Normalization

USM Server

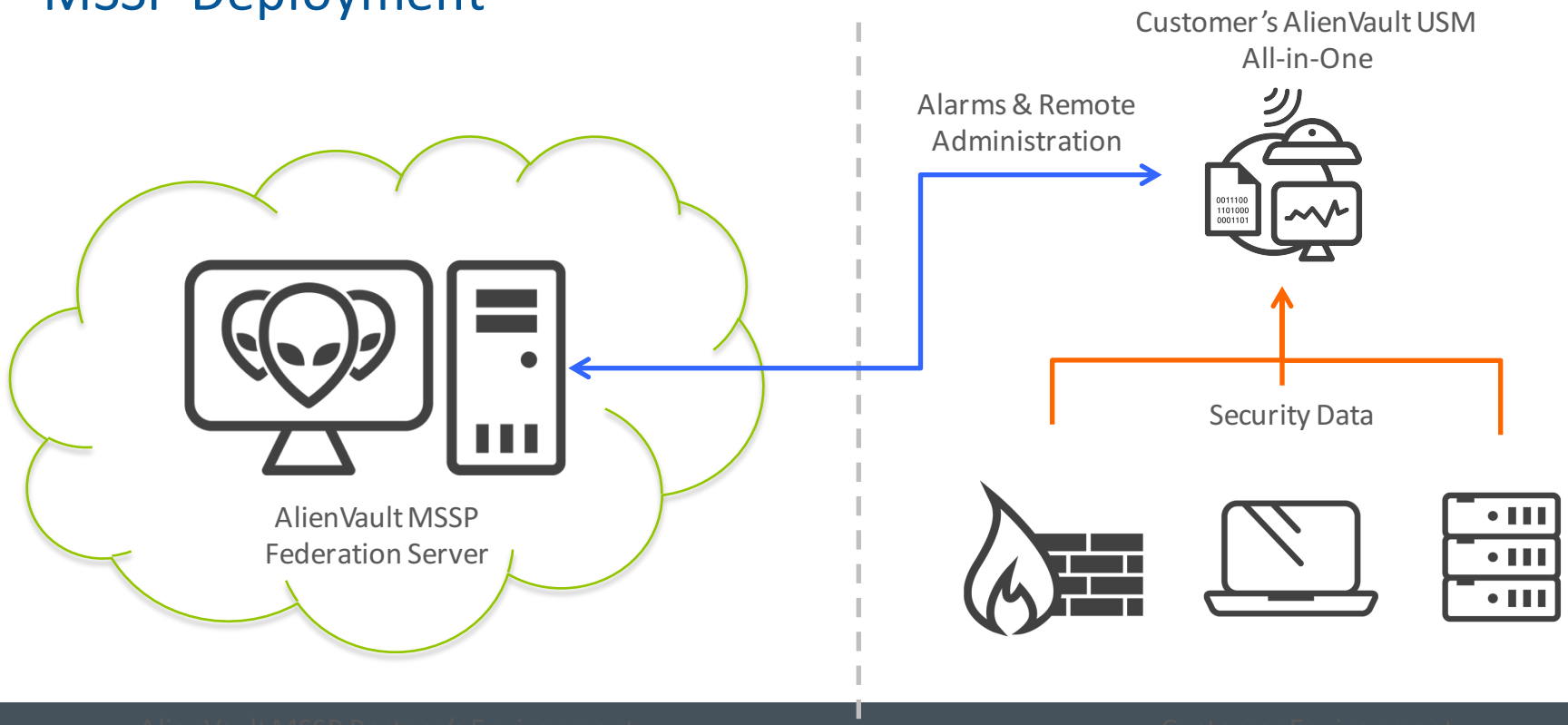
- Event Correlation
- Event Storage / Query
- Management Console

Logger

- Long-Term Secure Log Storage
- Log Query

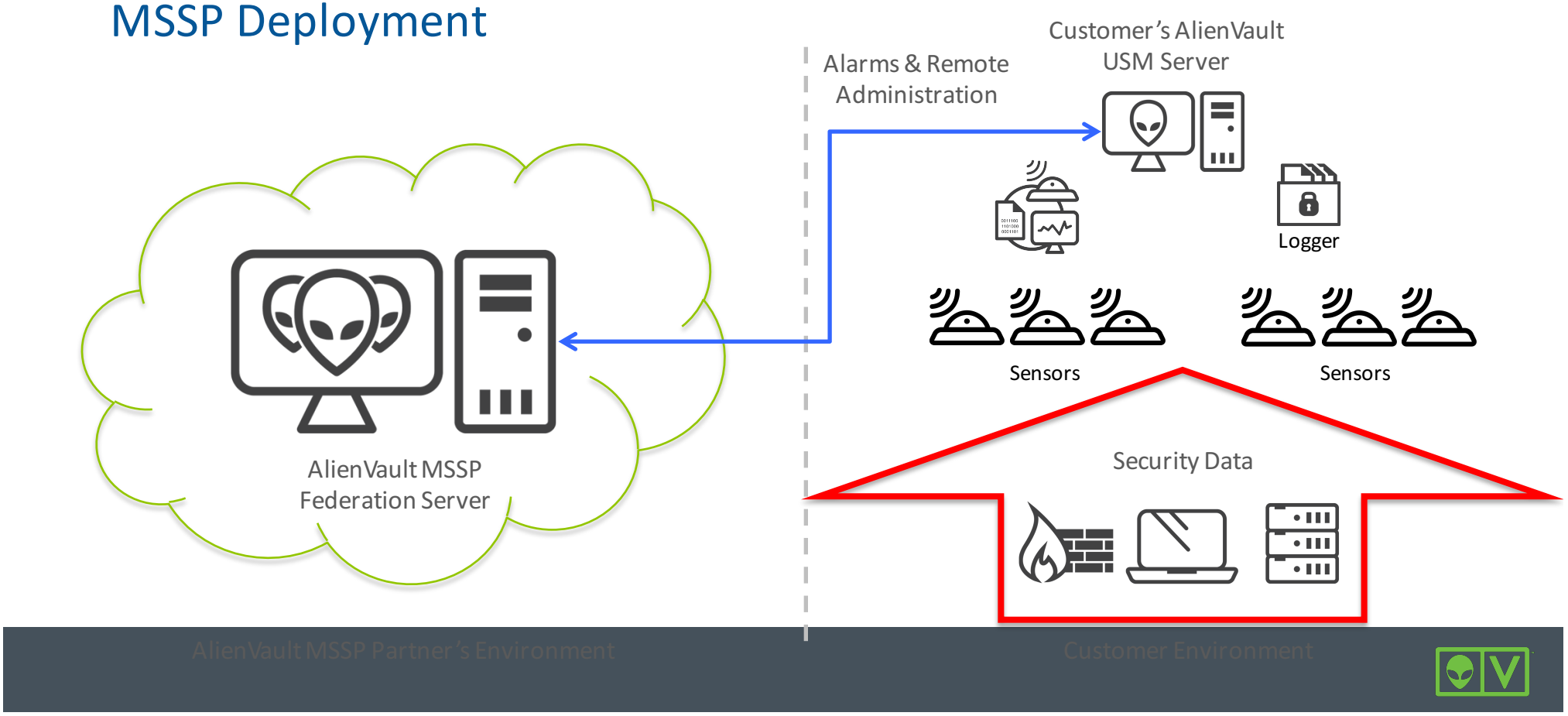
Sample Deployments

MSSP Deployment



Sample Deployments

MSSP Deployment



Traditional Multi-Tenancy Challenges

Often overlooked until it's too late

Data Spillage

- No matter the architecture, data is on the same machine or storage appliance

Single point of failure

- If your infrastructure goes down, you're completely blind and so are your customers

Capacity / Scaling

- You must constantly scale to meet the resources of your customers in aggregate

Major Upfront Cost for MSSP

- You can't start with 1 customer you have to plan in blocks of 10,20…for resources

DOS from one Customer

- One customer flooding events can impact the service of other customers

Bandwidth

- All logs need to be sent and processed creating unnecessary overhead

Delay in processing/notification

- Events are emitted, transferred, normalized and then correlated

You are far from the data

- Logs can be transmitted, but what about Netflow, IDS Inspection...??

Federation Benefits

Flexibility, Control and Compliance

Independent scaling of Customers
- Customers can vary in size from one server to hundreds

Fixed Cost Entity for MSSP
- Federated server can support hundreds of customers without upgrades to hardware

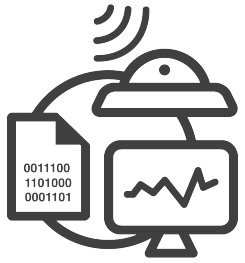
Log Data never leaves Network
- Compliance – "clear separation of data"
- Data Privacy Laws – No fear of data spills or shared access, etc.

Little bandwidth Used
- Only alarms are forwarded not every event

Not dependent on central system for alerting
- Customer server still operates and alerts whether MSSP server is functional or connected

Ready for Co-Managed Offerings
- Customer device can be accessed locally creating opportunities for self serve reporting and more.

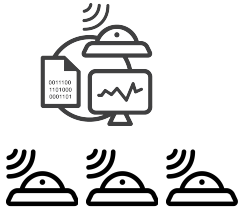
Customer's AlienVault USM All-in-One (Server, Logger, Sensor)



Customer Sizing Examples

Single location with less than 1000 EPS

- <= 1,000 EPS
- No remote locations



Multiple locations with less than 2500 EPS

- < 2,500 EPS
- Remote locations and sensors

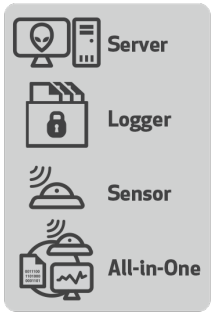
Enterprise Deployment

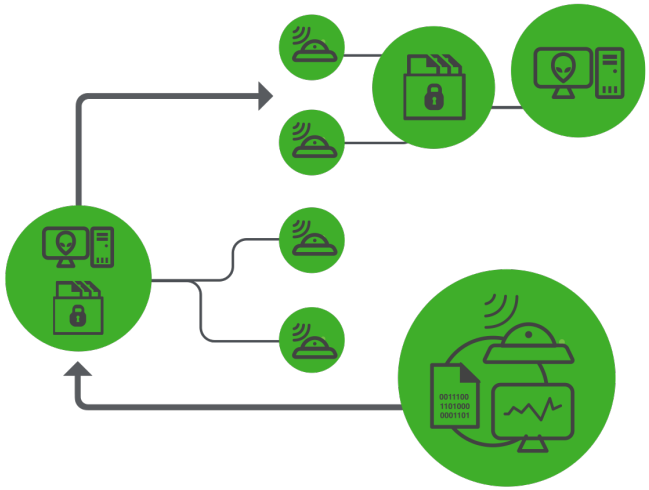
- Many locations
- >2,500 EPS
- Distributed multilevel architecture

Unified Security Management: How it Works

All AlienVault USM products include these three core components available as hardware or virtual appliances:

- **USM Sensor** - deployed throughout your network to collect logs to provide the five essential security capabilities you need for complete visibility.
- **USM Server** - aggregates and correlates information gathered by the Sensors, and provides single pane-of-glass management, reporting and administration.
- **USM Logger** – securely archives raw event log data for forensic investigations and compliance mandates.
- **USM All-in-One** - combines the Server, Sensor, and Logger components onto a single system.





Deployment Options That Fit Your Unique Network

All of the AlienVault USM products are available in various models, based on size, scale, and configuration requirements. To make things even easier, no matter what deployment option you choose, every AlienVault component works the same way and is fully interoperable with all other models, minimizing the training costs. For example, you can deploy a AlienVault USM Server as hardware appliance, Sensors as virtual appliances, and a Logger as a harware appliances if that is what your business requires. The important thing is that no matter where your assets are and what your network looks like, you have full security visibility – all managed in one place.

Additionally, you can instantly upgrade each of our USM products as your environment changes and needs evolve. Start out small and quickly expand your deployment, leveraging the power of Unified Security Management from day one.

Immediate Scalability. No Forklift Upgrades.

Our USM All-in-One products combine our Sensor, Logger, and Server. You can quickly expand these installations to become USM Standard or USM Enterprise products, where dedicated systems perform these functions.

Product Sizing – What's the difference between each product?

All USM products are the same in terms of features, functionality, and capability. The only difference is capacity.

USM All in One 25A, 75A, 150A – Includes a Sensor, Server, and Logger in one appliance. Has an Asset Based limitation of 25, 75, and 150. Assets = Unique IP Addresses.

USM All in One Unlimited Asset - Includes a Sensor, Server, and Logger in one appliance. Does not have an Asset Based limitation, instead it has a Performance Guideline of 1,000 EPS. If we disable the onboard Sensor, the EPS will increase to 2,500.

USM Standard Server, Logger, Sensor – As USM scales, we separate the 3 components, into their own appliance so they can handle larger amounts of data and more complex network architecture

	USM ALL-IN-ONE					USM STANDARD		
	AIO 25A	AIO 75A	AIO 150A	AIO UA[1]	Remote Sensor[2]	Server	Logger	Sensor
Device Performance								
Max Assets	25	50	75	–	–	–		
Max Events in Database (Millions)	200					200	–	–
Max Data Collection (EPS)	1,000			1,000	500	–	15,000	2,500
Max Data Correlation (EPS)	1,000			1,000	–	5,000	–	–
IDS Throughput (Mbps)	100			100	100	–	–	1,000

PRICING

MSSP "Getting Started" Package Options

Booster Package
Public Training + Deployment Assistance/Remote Consultant

$5,000

- ✓ ACSE product training for **one (1)** person at an AlienVault training center or "LIVE" online training from anywhere in the world.
- ✓ **One (1)** day (8 Hours) of Remote Consultant

OR

Standard Package
Public Training + Deployment Assistance/Remote Consultant

$10,000

- ✓ ACSE product training for **two (2)** people at an AlienVault training center or "LIVE" online training from anywhere in the world.
- ✓ **Two (2)** days (16 Hours) of Remote consulting
- ✓ **One** (1) day of Health Check Service

OR

Premium Package
Private Training + Deployment Assistance/Onsite Consultant

$22,000

- ✓ ACSE product training for up to **eight (8)** people at your facility or "LIVE" online training from anywhere in the world.
- ✓ **Five (5)** days (40 Hours) of Remote Consultant
- ✓ **Two** (2) days of Health Check Service

Become a Certified AlienVault MSSP Partner

MSSP Program Participation Costs

$2,000 / Month 1-Year Commitment	OR	$1,750 / Month 2-Year Commitment	OR	$1,500 / Month 3-Year Commitment

INCLUDES:

- ✓ License to use AlienVault MSSP products as a managed service
- ✓ MSSP Alarm Federation Server
- ✓ Support / Maintenance
- ✓ Threat Intelligence
- ✓ Subscription Licensing Model
- ✓ AlienVault Account Manager
- ✓ Access to an MSSP Solution Engineer

TERMS:

- ✓ Minimum commitment of one year
- ✓ Price incentive for multi-year commit
- ✓ Virtual appliance form factor available for AWS
- ✓ Hardware appliance form factor sold at standard hardware list prices

Volume Incentive Subscription Pricing

SILVER LEVEL
0 – 25 Customers

Silver Partners are organizations committed to delivering Security services leveraging USM (Unified Security Management) to a small subset of customers. They are interested in enhancing their partnership with AlienVault and taking initial steps toward a successful relationship through training and early stage marketing.

GOLD LEVEL
25+ Customers

Gold Partners have achieved proven success with their MSSP offering leveraging AlienVault solutions and are committed to the continued adoption of AlienVault technologies in the marketplace through the services they provide. These partners are also working with AlienVault marketing through a variety of programs (digital) and engagements.

PLATINUM LEVEL
75+ Customers

Platinum Partners are experts in delivering AlienVault's superior, Unified Security Management solutions to their customers and have demonstrated success across all a broad array of customer environments/verticals.

1. Start off as SILVER
2. Move to GOLD/PLATINUM based on # of Customers
3. Get lower subscription prices as volume of customers increase

Customer Subscription Pricing (Virtual Appliance)

Product Name	Silver	Gold	Platinum
MSSP All In One 25A	$ 200	$ 175	$ 150
MSSP All In One 75A	$ 425	$ 350	$ 300
MSSP All In One 150A	$ 550	$ 475	$ 400
MSSP All In One UA	$ 800	$ 675	$ 575
MSSP Remote Sensor	$ 100	$ 85	$ 70
MSSP Standard Logger	$ 700	$ 600	$ 500
MSSP Standard Server	$ 1,400	$ 1,200	$ 1,000
MSSP Standard Sensor	$ 525	$ 450	$ 375
MSSP Federation Server	$ 1,500	$ 1,275	$ 1,050

Definition Key

A – Asset
UA – Unlimited Asset
Asset – Unique IP Address

Hardware Appliance Pricing

Product Name	Price
MSSP AIO 6x1GB - Hardware Deployment Option	$ 9,600
MSSP Remote Sensor - Hardware Deployment Option	$ 2,250
MSSP Logger 2.2T- Hardware Deployment Option	$ 12,050
MSSP Logger 1.8T - Hardware Deployment Option	$ 8,900
MSSP Server - Hardware Deployment Option	$ 8,200
MSSP Sensor 6x1GB - Hardware Deployment Option	$ 7,850
MSSP Sensor 2x10GB - Hardware Deployment Option	$ 8,550
MSSP Federation Server - Hardware Deployment Option	$ 9,600

Hardware Appliance - Light Speed Replacement Pricing

Product Name	Price / Annual
MSSP AIO 6x1GB - Light Speed Replacement	$ 1,750
MSSP Remote Sensor - Light Speed Replacement	$ 300
MSSP Logger 2.2T- Light Speed Replacement	$ 3,000
MSSP Logger 1.8T - Light Speed Replacement	$ 1,500
MSSP Server - Light Speed Replacement	$ 1,500
MSSP Sensor 6x1GB - Light Speed Replacement	$ 1,500
MSSP Sensor 2x10GB - Light Speed Replacement	$ 1,500
MSSP Federation Server - Light Speed Replacement	$ 1,750

Light Speed Replacement

AlienVault provides an (optional) Advanced Replacement program where a new (or refurbished) unit will be shipped with priority shipping within 48 hours of RMA generation. In many Cases, the units will shipped the same day.

AlienVault:
Discover Security That's Highly Intelligent

The USM Platform

- **Unified Security Management**

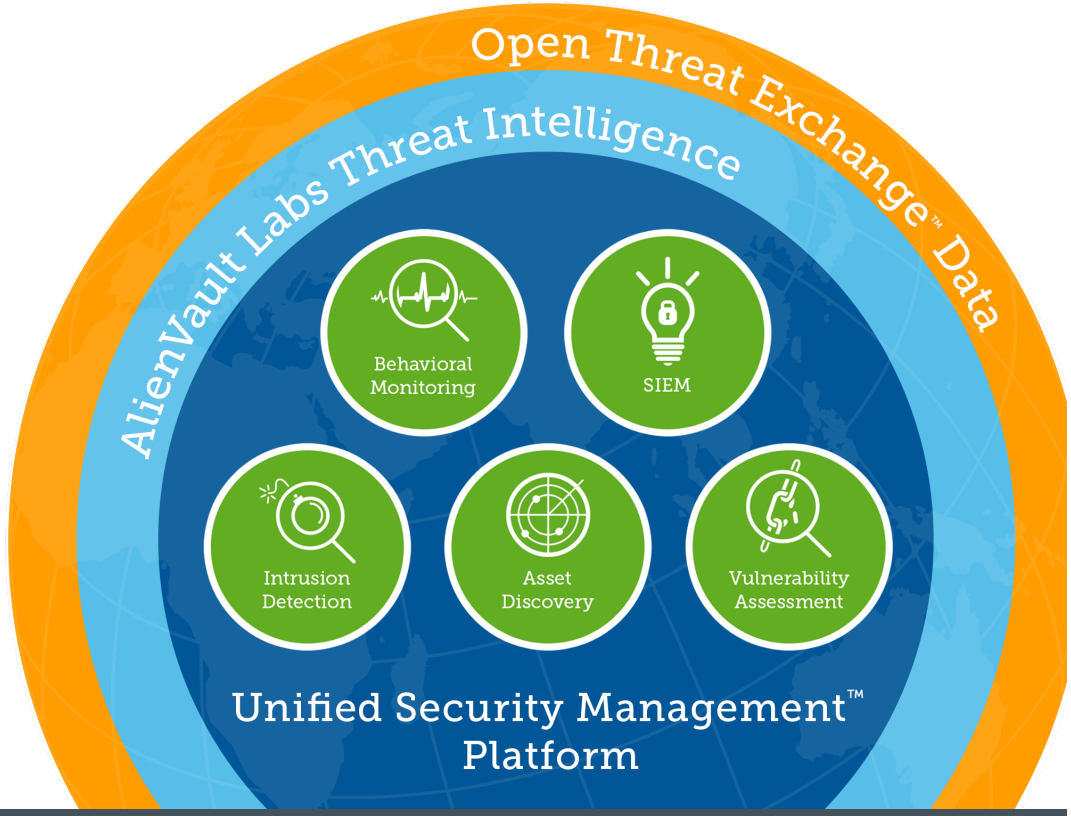
  Single platform that simplifies and accelerates threat detection, incident response & policy compliance

- **AlienVault Labs Threat Intelligence**

  Actionable information about malicious actors, their tools, infrastructure and methods

- **Open Threat Exchange**

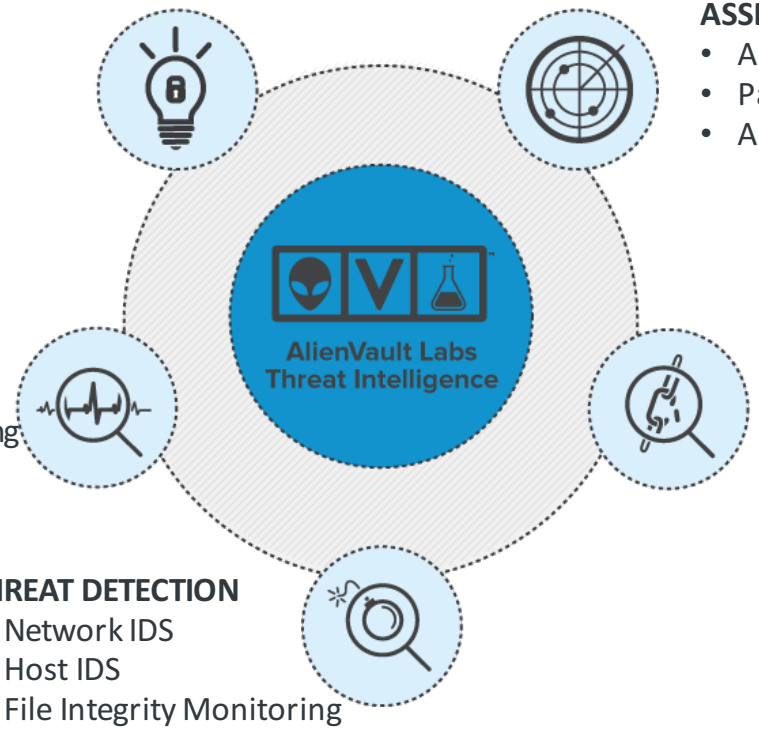
  Community-powered threat data that enables collaborative defense



USM Platform

SIEM
- Log Collection
- OTX Threat Data
- SIEM Event Correlation
- Incident Response

ASSET DISCOVERY
- Active Network Scanning
- Passive Network Scanning
- Asset Inventory



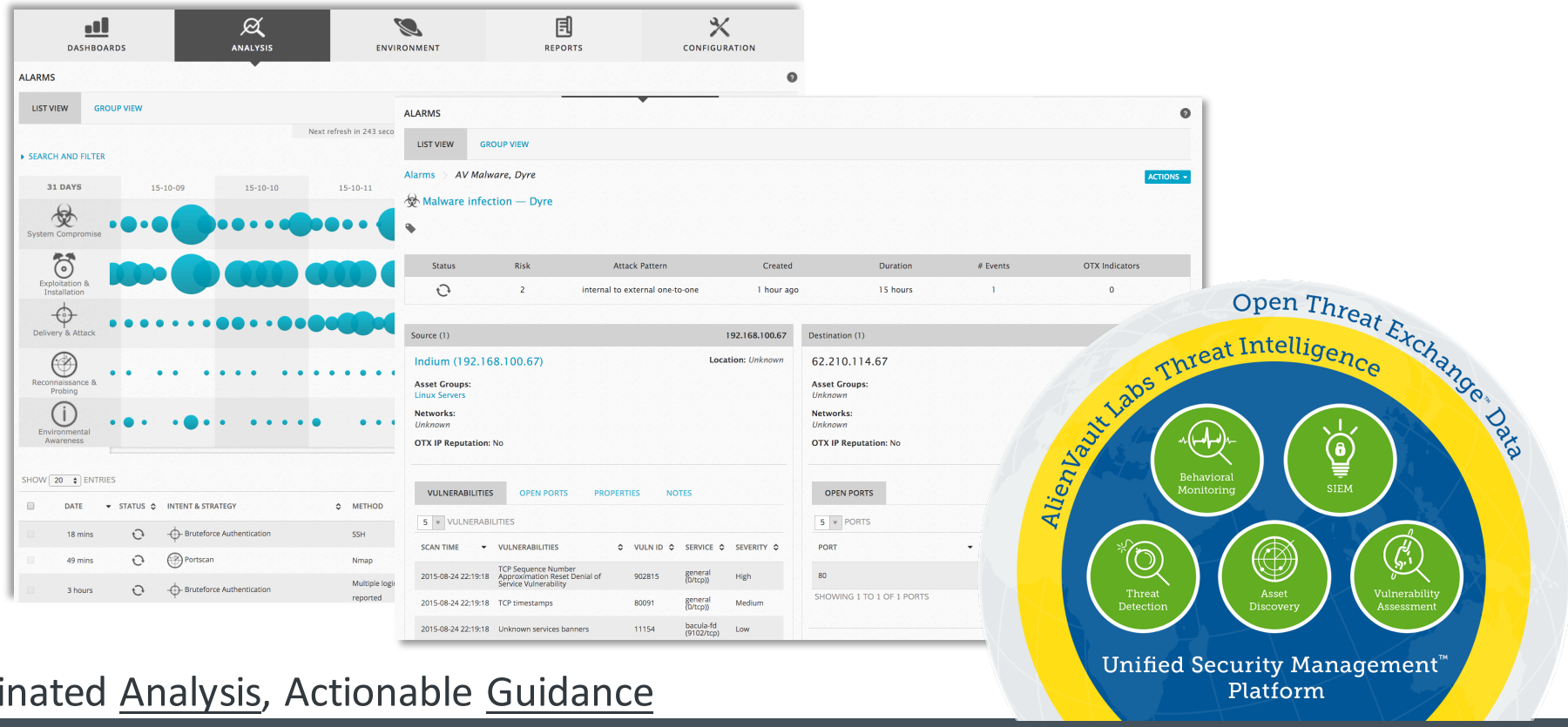
BEHAVIORAL MONITORING
- Netflow Analysis
- Service Availability Monitoring

VULNERABILITY ASSESSMENT
- Continuous Vulnerability Monitoring
- Authenticated / Unauthenticated Active Scanning

THREAT DETECTION
- Network IDS
- Host IDS
- File Integrity Monitoring

Unified, Essential Security Controls

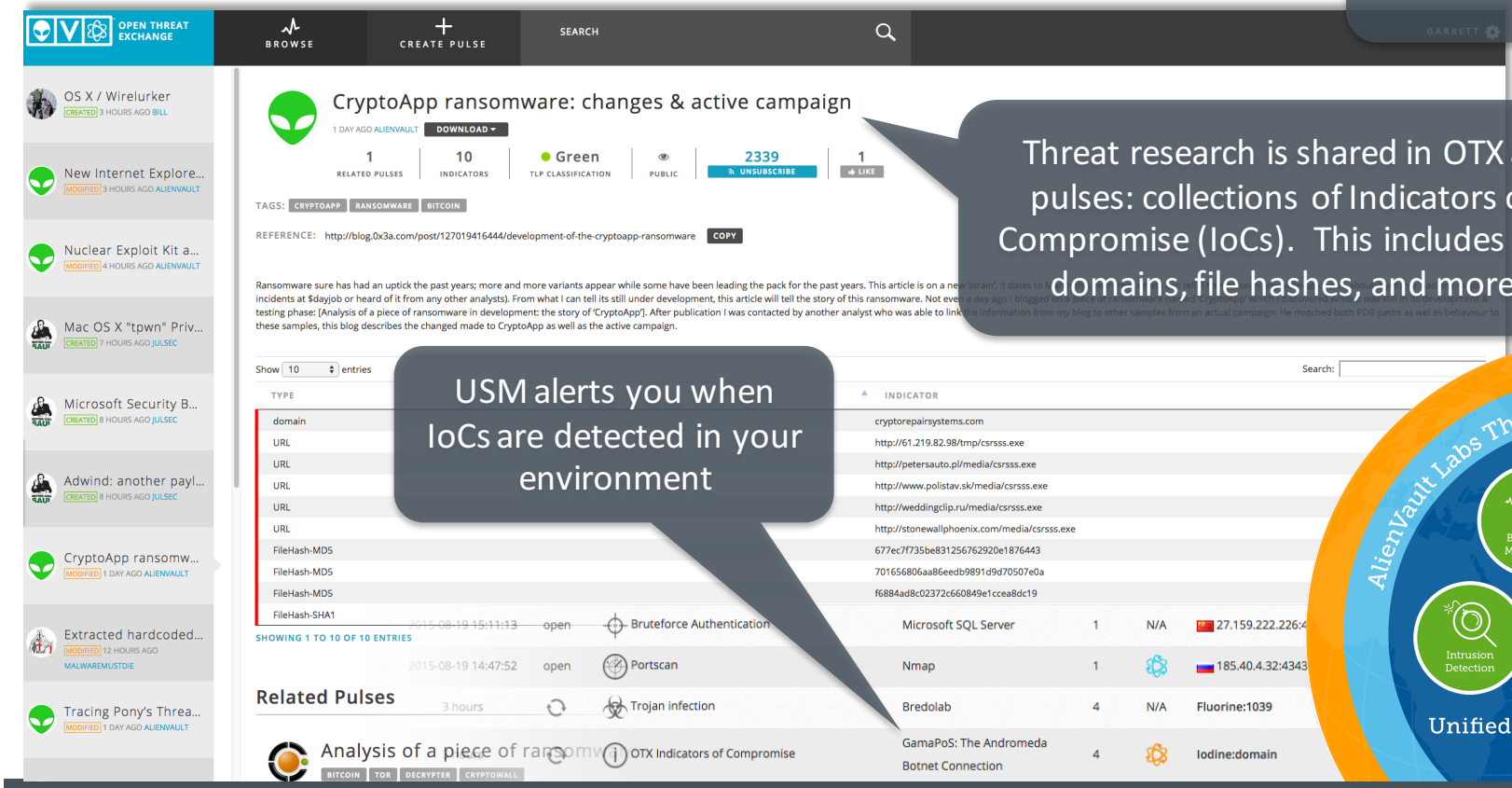
Integrated Threat Intelligence



Coordinated Analysis, Actionable Guidance

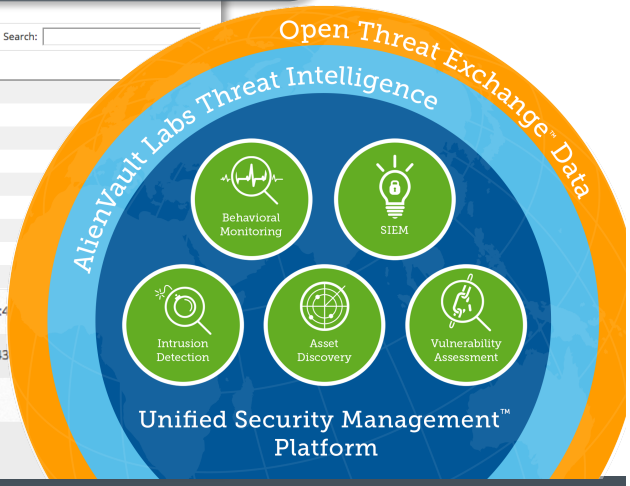
Open Threat Exchange (OTX)

The world's largest community-powered source of threat intelligence



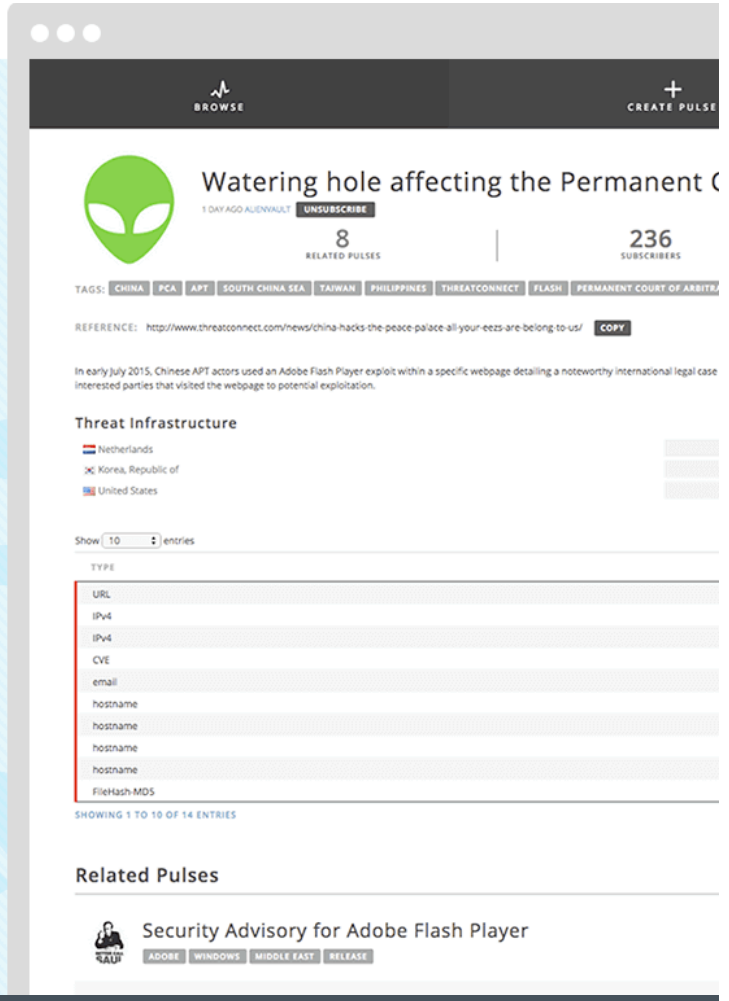
Threat research is shared in OTX as pulses: collections of Indicators of Compromise (IoCs). This includes IPs, domains, file hashes, and more

USM alerts you when IoCs are detected in your environment



Open Threat Exchange (OTX)

- The world's first truly open threat intelligence community that enables collaborative defense with actionable, community-powered threat data
- With more than 26,000 participants in 140+ countries
- And more than 1 million threat indicators contributed daily
- Enables security professionals to share threat data and benefit from data shared by others



About AlienVault

- Founded in 2007 and headquartered in San Mateo, CA
- Over 2,500 commercial customers
- Only company to be named "Visionary" in the Gartner SIEM Magic Quadrant in 2013, 2014 and 2015
- Backed by premier investors

SC Magazine Awards 2015 Europe Winner

SC Magazine Awards 2015 Finalist Honored in the U.S.

AlwaysOn Top 100 Winner OnCloud 2015

AlwaysOn Global 250 Winner

AlwaysOn Top 100 Winner OnDemand 2014

Cybersecurity Ventures

V3 Technology Awards 2014 Finalist AlienVault

IT Europa European IT & Software Excellence Awards 2015 Finalist

Gartner positions AlienVault as a Visionary in Magic Quadrant for SIEM 2015

GGV Capital

KPCB Kleiner Perkins Caufield Byers

Trident Capital Visionary Capital for Growing Companies

Intel Capital

JSV

IVP Institutional Venture Partners Investing in Growth

TopTier

Correlation Ventures

Trusted by Thousands of Customers

Why AlienVault

Purpose Built - Founded to support MSSPs in a Federated (multi-tenant) environment

Massive market Opportunity - New security approach for large, under-served market

Integrated Approach - Unified, Simple, and Affordable solution for complete security visibility as a MSSP

Threat Intelligence - World's largest crowd-sourced open threat exchange. Integrated actionable threat intelligence to support your threat team/investment

Simplified, intelligent management and reporting
Easy-to-use GUI and exceptional analytical tools simplify security provisioning, operation and maintenance

Real-time security updates
Comprehensive security subscription updates are automatically pushed out to customers as soon as they become available, providing much faster and better protection than the competition.

Better security through integration
Our innovative, integrated solutions protect against blended threats better than individual point products

DEMO

THANK YOU!

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MSSP Pricing Disclaimer

- This document represents the current pricing for the AlienVault Managed Security Services Provider (MSSP) subscription-based products. This document does not represent a contract or other obligations to provide these prices. The products, prices and program details are subject to change by AlienVault at any time.