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Cloud Managed Services Provider

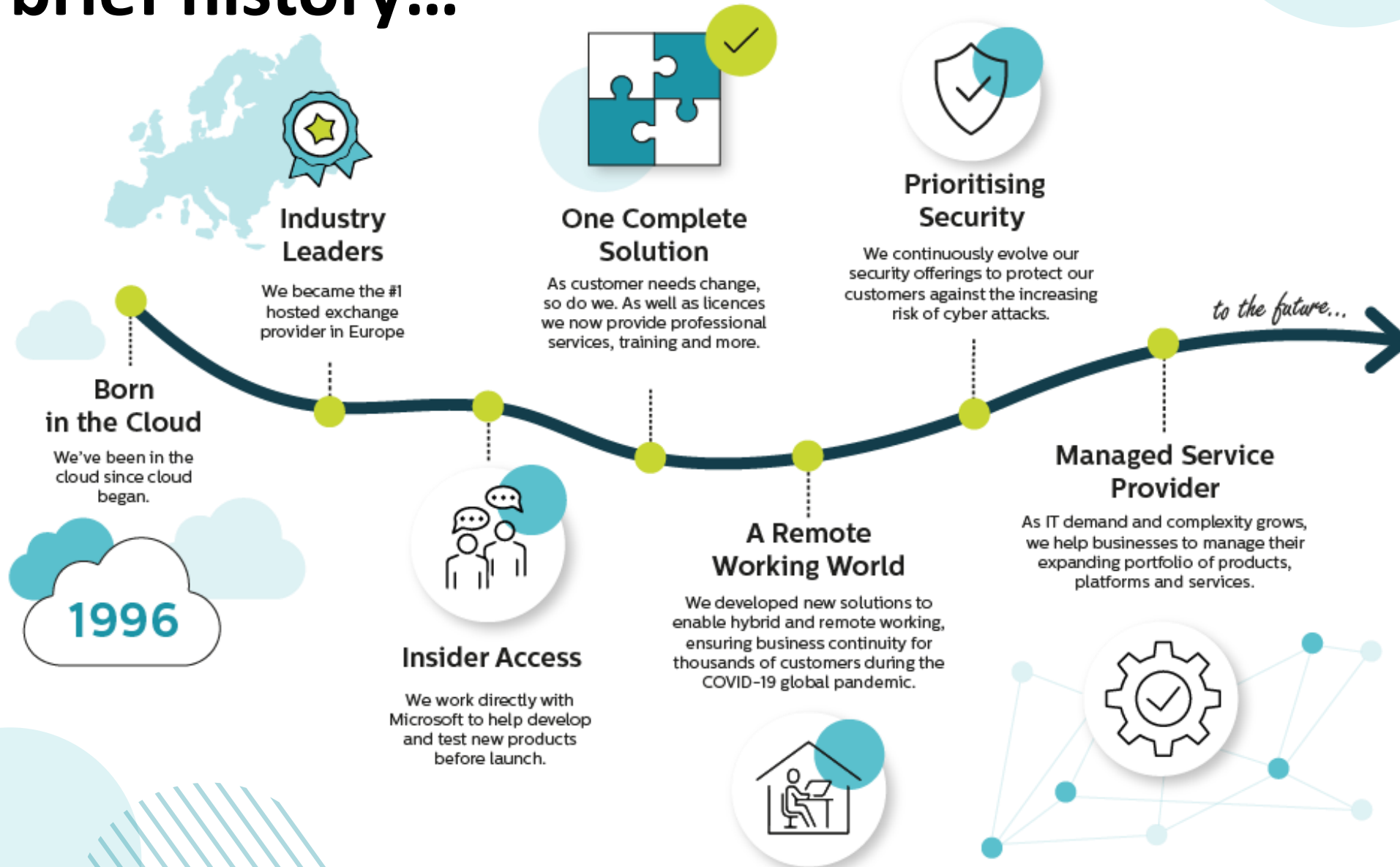
Airsys Partner Event 2023

Michael Gore Cobweb Solutions

Thursday 29th June 2023



A brief history...



Cyber Security

Why do we need it?

- The threat is here, it's real, and you will be targeted

The growing threat

Cybercrime has grown to become the **world's third-largest economy** after the US and China (\$8 trillion)
World Economic Forum (WEF).

48% of all data breaches involve small and medium-sized businesses

43% of SMBs Lack Any Type of Cyber Security Defence Plans

One in Five SMBs Don't Use Any Endpoint Security Protection & another **32% rely on pre-installed software**

Is it only the big companies?

No

*SMB attacked at the rate of 2,645 per minute 44 per second ²⁰²²



* Source University Maryland



Case Study 1 – Company X – 20 Employees

What?

- Notified that a transfer of £10,000 was initiated by an unknown source
 - Six transfers identified from the company bank accounts, totalling £550,000
- Malware installed after malicious email link clicked by employee
 - Downloaded a keylogger to capture the banking credentials

How?

- Initially retrieved only £200,000 of the stolen
- Not having a cybersecurity plan in place delayed the company response
- The business eventually recovered the remaining £350,000

So?

Source:



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Case Study 2 – Company Y – 60 Employees

What?

- A bookkeeper received insufficient fund notifications for regularly recurring bills
 - Highlighted to the CEO

How?

- CEO had clicked on a malicious link in an email thought from the IRS
- Entering their credentials, login information was stolen, giving full access to all business and personal details
- Hotel's cash reserves were depleted

So?

- The fraudulent transfers amounted to more than £1 million
- The business lost £1 million to an account in China
 - The funds were not recovered

Source:

NIST
National Institute of
Standards and Technology

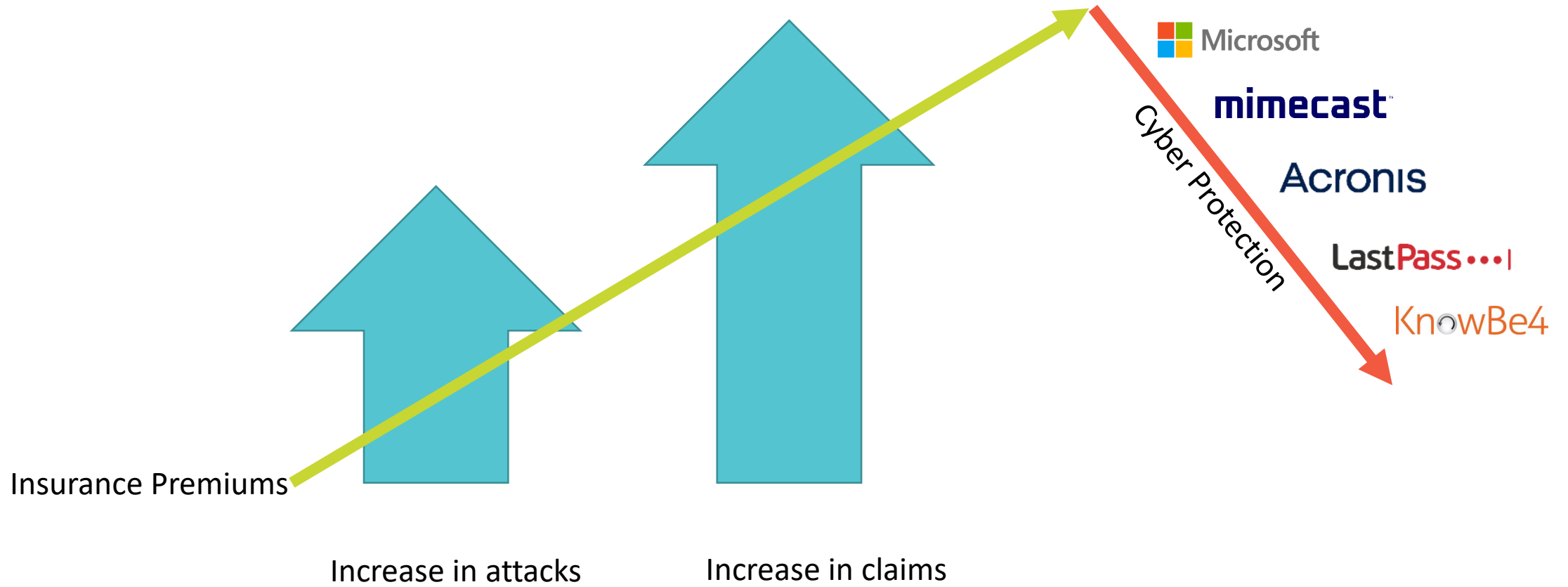
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SMB approach to Cyber Security “Lacking/Poor”

Rule or control in place

- Up-to-date malware protection 76%
- A password policy that ensures that users set strong passwords 70%
- Restricting IT admin and access rights to specific users 67%
- Security controls on organisation-owned devices (e.g. laptops) 59%
- Rules for storing and moving personal data securely 45%
- Any Two-Factor Authentication (2FA) for networks/applications 37%
- Monitoring of user activity 32%
- A policy to apply software security updates within 14 days 31%

Cyber Insurance



Cyber Security Solutions

- Industry Leading Security Vendors
- Agnostic Solution Recommendations
- Professional Services Implementation
- Constant Review of Threat Landscape
- Identified threats nullified before they happen
- Available as a Managed Service



**Business
Premium - Our
recommended
Microsoft product**

Microsoft 365 for Business

Microsoft 365 Business Basic

Cloud services



Microsoft 365 Business Standard

Cloud services and desktop apps



Microsoft 365 Business Premium

Cloud services, desktop apps + advanced security



Business Premium Features

- Advanced security
- Access and data control
- Cyberthreat protection
- Defender for Business

Microsoft 365 Business Premium Advanced Security & Access and Data Control

- **Enterprise-grade endpoint security**
 - Devices protection against ransomware and other cyberthreats
- **Protect against sophisticated threats**
 - Defences against hidden email attachments/links, phishing attacks with
 - Defender for Office 365
- **Restrict the copying or saving of company information**
 - to unauthorised apps
 - Microsoft 365 mobile apps
- **Control access to company information**
 - Do not copy/forward
 - Information Rights Management
- **Employees securely access business apps**
 - Preventing unauthorised access
 - Conditional Access

Cobweb Managed Service

- We do all of this and more for our customers everyday

What is a Cobweb Managed Service?



Reactive Service Desk

- Phone and Email support
- User issues, platform issues, general questions around the platform
- 24*7



Proactive Monitoring

- Security, device and capacity alerting
- Aim to fix the issue before it causes user impact
- Will liaise with your named contacts if changes/recommendations are required



Platform Management

- Regular checks of platform configuration management
- Liaise with your named contacts if changes/recommendations are required to get you back to best practice



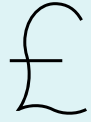
Service Management

- Quarterly reviews to give insight into your platform, and discuss changes based on new business requirements, or new functionality in the platform



Remote Troubleshooting

Why use a Managed Service?



Cost Control

By paying only for the resources you use, you can minimise your investment costs (or free up resource)



Improved security

We prioritise security throughout your infrastructure, safeguarding your endpoints, gateways, and cloud services against potential threats.



Scalability

Your support can be scaled up or scaled down quickly dependent on requirements.



Proactive 24/7 monitoring

Our comprehensive monitoring system proactively watches your systems, immediately alerting us to any issues for rapid remediation.

What price for Productivity & Protection?

- Microsoft Business Premium 50 users @ £18.30 per user
 - £915 per month
 - £10,980 per year
- Microsoft 365 Managed Service 50 users @ £10.50 per user
 - £525 per month
 - £6,300 per year
- Total cost for Cobweb Managed Service that includes the best productivity software and the security
 - £1,440 per month (50 users)
 - £17,280 per year

The Journey to Cobweb Managed Services

- Tenant Review
- Report
- Configure
- Manage

Meet our speakers...



Sarah Armstrong-Smith

*Chief Security Advisor
Europe at Microsoft*



Dr. Francis Gaffney

*Senior Director, Mimecast
Labs & Future Operations*

Javvad Malik

*Lead Security Awareness
Advocate at KnowBe4*



Ronan McCurtin

*Vice President of Europe
at Acronis*



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Q&A



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Thank You

For more information contact the Cobweb team:

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The New Landscape

- Increase in cyber attacks
- 'When' not 'If' acceptance
- Cyber Insurance
- Multi Layered Approach Essential
- Incident Response & Disaster Recovery plans paramount