



SOLUTION BRIEF

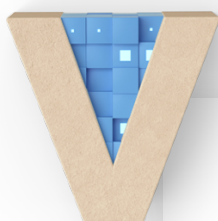
Vulnerability and cyber risk management for service providers

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Challenges for Security Service

Organizations of all sizes and industries struggle with a broad range of cyber security challenges, from a constantly evolving threat landscape to a growing global shortage in skilled cybersecurity personnel. Maintaining a consistent and effective security posture with the limited resources available continues to drive organization to outsource aspects of their security operations.

While it's a critical component for delivering effective security outcomes, detection and response and response alone aren't enough. Providers are increasingly being asked to help manage vulnerability and risk management strategies before they become an issue. But just scanning for vulnerabilities isn't enough. Customers need to understand which vulnerabilities are most relevant to them and prioritize based on actual risk, or the scan data simply becomes another source of information overload.



CUSTOMER VULNERABILITY AND RISK MANAGEMENT CHALLENGES

Information
overload

Operating
siloes

Poorly
documented
processes

Lack of
visibility

Slow mean-
time-to-
resolution

The Vulcan Cyber solution

As service providers take on the responsibility of managing vulnerabilities and risk for their customers, they too must address many of the same operational concerns to operate at a profit without compromising service levels. The Vulcan Cyber cyber risk management platform enables providers to deliver superior vulnerability and risk management to their customers at a fraction of the cost.

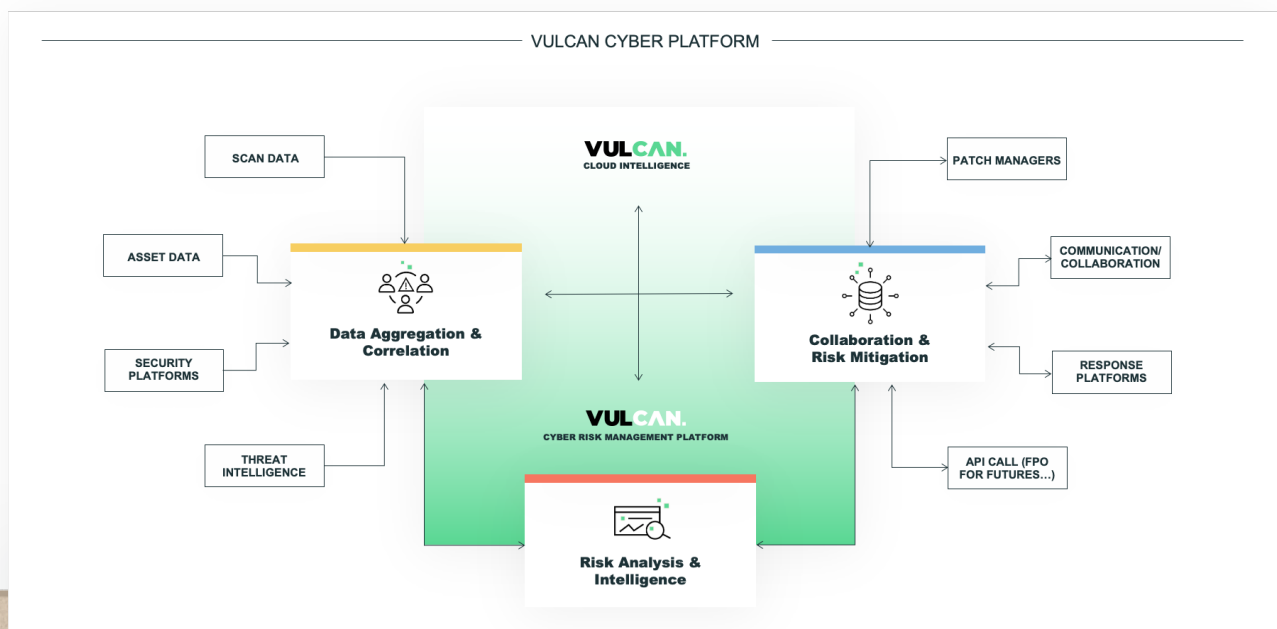
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WITH VULCAN CYBER PROVIDERS DELIVER:

- ✓ Improved Cyber Risk Awareness: Centralize, analyze and correlate vulnerability and risk data from dozens of sources for deeper visibility and understanding of actual risk that is relevant to them and how it might impact them.
- ✓ Automated Vulnerability and Risk Prioritization: Automatically and intelligently prioritize which vulnerabilities each individual organization should address first to minimize risk and strengthen their security posture.
- ✓ Rapid Vulnerability and Risk Mitigation: Automatically deliver the right fix or workaround solution with expert-defined context to fit any vulnerability for rapid remediation, with optional fully automated deployment.
- ✓ Better Collaboration Between Departments: Automatically communicate vulnerability and risk data and associated fix details to the right department for resolution in the way that they prefer, and track what is done when.

The Vulcan Cyber risk management platform consolidates, enriches, prioritizes and orchestrates vulnerability and risk data across multiple attack surfaces in a single platform, simultaneously reducing risk and lowering operating costs.

- ✓ **Integrates with any vulnerability and risk detection solution**, covering servers, workstations, containers, cloud workloads, code, applications, and more
- ✓ **Consolidates risk analysis** across infrastructure, code, applications, cloud assets, delivering full risk visibility across every potential attack surface
- ✓ **Automatically enriches vulnerability and risk data** using Remedy Cloud, Vulcan Cyber's AI and expert-driven engine that delivers proprietary threat intelligence* (exploits, running campaigns, threats and usage in the wild) as well as Remediation Intelligence (recommended patches, workarounds, configuration changes and mitigations) without relying on external TI/TIP platforms
- ✓ **Accurately correlates and prioritizes vulnerabilities** based on Vulcan Cyber's Security Posture Rating; an innovative risk calculation method developed by our in-house experts
- ✓ **Orchestrates and automates remediation processes** by tightly integrating with ITSM, application development, DevOps and deployment tools, as well as communication and collaboration platforms, allowing Security and IT/DevOps/Engineering teams to work together in the most effective way for their operating requirements



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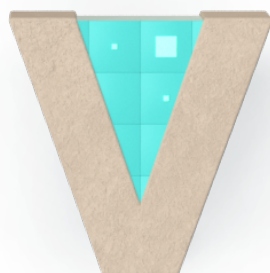
Working with Vulcan Cyber

A Vulcan Cyber MSSP solution works to deliver end-to-end cyber risk management for your customers, providing the needed flexibility to extend and enhance your existing people, processes, and tools.

- ✓ Turn your existing vulnerability management tech stack into an efficient vulnerability prioritization, collaboration, and mitigation machine. Don't just find vulnerabilities, fix them.
- ✓ Provide immediate value by delivering accurately prioritized vulnerability and risk intelligence, orchestrated remedies, solutions, and actual fixes to SecOps, IT & DevOps teams.
- ✓ Benefit from continuous cyber risk intelligence from the Vulcan Cyber research team, with 24x7 access to the latest curated remedies through Vulcan Cloud Intelligence. MSSPs can add bespoke remedies as needed.
- ✓ White label the Vulcan platform as your new vulnerability remediation service offering and customize it to meet the needs of your unique customers.
- ✓ Deliver remediation orchestration across all aspects of your customer environments, including cloud, infrastructure, and applications.

VULCAN FEATURE HIGHLIGHTS FOR MSSPS

- ✓ Rapid time to value with the Vulcan SaaS platform and simple integration with dozens of applications.
- ✓ Prioritize work with customizable risk modeling based on each vulnerability's specific impact on the customer's unique environment, focusing on severity of risk, exploitability, asset criticality, and available mitigation path.
- ✓ Enterprise-grade risk analytics and business intelligence for flexible reporting and dashboarding. Keep teams aligned and focus on what matters most.
- ✓ Mitigation campaigns and playbooks make complex processes consumable, trackable, and automated. Manage workflows at scale to reduce backlog and drive better risk management outcomes.
- ✓ Vulcan Cloud Intelligence delivers curated solutions as a service giving your customers' remediation teams the right patch, script, compensating control, workaround or config for the fix.
- ✓ Comprehensive audit trails with full documentation of all vulnerability instances and campaigns.
- ✓ Multi-tenancy and RBAC for secure control of complex environments.



BETTER TOGETHER

An service provider's vulnerability management offering is better when it is powered by the Vulcan Cyber cyber risk management platform. A joint offering delivers better risk management and security outcomes for your customers and increases revenue streams through:

- ✓ **Consulting services:** Facilitate mature vulnerability management programs through process design aimed at reducing business risk.
- ✓ **Professional services:** Vulcan Cyber implementation and onboarding, and ongoing vulnerability remediation program management.
- ✓ **Training:** For Vulcan Cyber admins and users across security and IT teams.



Challenges for security service Providers

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CUSTOMER CHALLENGES

Information Overload – Your customers are already being inundated with hundreds or thousands of alerts per day from internal tools and external providers. Adding thousands or even millions of vulnerabilities to the mix creates even more problems.

Lack of Focus – Most organizations struggle to accurately prioritize which vulnerabilities and risks need to be addressed in their specific environments. But relying on CVE risk ratings alone is ineffective at identifying the areas of greatest need.

Slow Mitigation – Identifying which remediation path will work best for individual vulnerabilities is a slow and manual process and is further hampered by multiple operating siloes being responsible for managing different types of risk. This limits the ability for customers to meet their internal SLAs, while also making it difficult for providers to help.

VULCAN CYBER DELIVERS

Consolidated Risk Management – Vulcan Cyber integrates with your customers' existing security stack to consolidate vulnerability and risk data, correlating and presenting the information they need to know within a single, easy-to use platform.

Accurate Vulnerability and Risk Prioritization – Vulcan Cyber automatically prioritizes vulnerabilities for each customer based on the actual risk to their environment. It tells them which vulnerabilities to address first and why, with all relevant risk context.

Lower MTTR – Vulcan Cyber automatically delivers detailed information of recommended fixes and/or workarounds for every CVE to drastically reduce mean-time-to-resolution (MTTR) for critical vulnerabilities. This includes mitigation steps and actual scripts that they can implement automatically or by following their own internal operating procedures.

Poor Communication – Different groups within each organization (DevOps, IT, Application Development, Cloud, etc.) operate most effectively when they receive information using the tools they are most familiar with, but few providers have built-in capabilities for accommodating individual customers' varied communications requirements.

Effective Communication & Collaboration – Vulcan Cyber simplifies the process of communication and collaboration based on each customer's preferences and requirements. It lets them distribute vulnerability and risk information using their preferred tools and methods, either from within the Vulcan cyber platform or via integration with any other tool to simplify operations

Meaningful Analytics – Tracking vulnerability and risk management progress is often done using outdated processes and limited tools, like spreadsheets. Accurate, consolidated insights are minimal, limiting the ability to properly analyze and measure program efficacy.

Risk Management Tracking & KPIs – Vulcan Cyber's analytics allow you and your customers to track vulnerability and risk management progress over time, including SLA adherence, security posture progress, coverage gaps, and other critical KPIs aligned to business objectives.



PROVIDER CHALLENGES

High Operating Costs – Providers are often challenged to address the same the resource constraints that create so many operational issues for their end customers, while maintaining adequate margins. They need to find ways to operate more efficiently at scale, without compromising the quality of their services.

VULCAN CYBER DELIVERS

Reduce Operating Overhead – Vulcan Cyber automates previously manual vulnerability and risk management tasks at scale, with the flexibility to choose which tasks are automated and how. This can significantly lower operating costs and deliver superior risk management outcomes, while adhering individual customer processes.

Inconsistent Communication – One of the biggest complaints that customers have regarding their service providers is slow and uninformative communication. Providers need to adapt to their customers' communication preferences, which often requires multiple methods to accommodate individual group preferences.

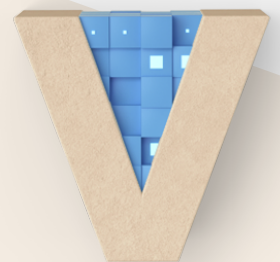
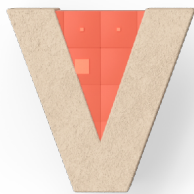
Streamline Customer Communications – Vulcan Cyber integrates with dozens of platforms to consolidate all relevant vulnerability and risk context for immediate access. Integrations with communication and collaboration platforms lets you rapidly share critical data with customers using their preferred methods of communication.

Unique Customer Environments – Providers no longer have the luxury of requiring their customers to adopt a specific set of technologies. To compete they need to accommodate and integrate with each customer's preferred security stack to deliver a best of breed approach to cybersecurity without raising their costs.

Adapt to Customer Technologies – Vulcan Cyber integrates with the assets and tools that your customers already have and prefer, from scanners and asset inventory to threat intelligence and other security platforms. And new integrations can be added in 2 weeks or less, ensuring that you can continue to adapt to their requirements.

SLA Tracking and Reporting – When it comes to tracking and reporting on SLAs and other KPIs, many providers struggle to deliver because of time consuming, overly manual reporting practices. Yet customers expect transparency and ready access to critical KPIs for tracking the level of service they are receiving.

Operating Transparency – Vulcan Cyber acts as the system of record for vulnerability and risk management activities, tracking and reporting on when and how vulnerabilities are prioritized and mitigated. Customers have access to detailed reporting and KPIs on SLA adherence, program efficacy and overall security posture metrics.



Own your risk.

[CONTACT US](#)

VULCAN.