



Vijilan Security:

An Overview & Competitive Brief
vs. Dell SecureWorks

with

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Who is Vijilan Security?

Vijilan Security, LLC, is a US-based security company created to service the North American Managed Security Provider market and their clients. Our corporate Headquarters and 24/7 Security Operations Center (SOC) is located in Fort Lauderdale, Florida, along with our senior management team and operations personnel.

The word “Vijilan” is a Haitian Creole word, with French origins, that means “to be alert; watchful.” This term embodies the existence and purpose of Vijilan Security – to detect, triage and provide remediation guidance to security events in our customer’s networks before a security breach can cause damage.

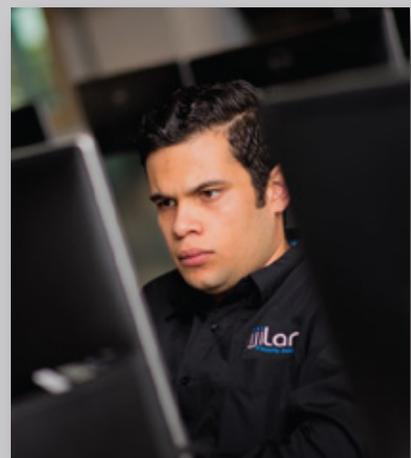
While Vijilan is a new security company to the North American market, we have a rich heritage of both technology and intelligence developed by delivering security services across Latin America for the past 15 years. Our parent company, Brazilian-based Arcon, is the largest MSSP in Latin America.

Vijilan has delivered that technology and intelligence to the North American market to help the MSP’s clients protect themselves from the growing volume and complexity of cybercrime targeting their businesses.

How is Vijilan Different?

Unlike our competitors in this market, Vijilan is 100% focused on delivering an end-to-end security service. We don't stop at just an automated discovery of cyber-threats. Our security engineers triage and analyze alerts and then provide complete Incident Response guidance to our partners who can remediate these events for their customers. There are a number of elements that set Vijilan apart:

- We are a security-services-only company, focused on cyber-threats.
- While we utilize several SIEM technologies in the cloud, we go far beyond automated alerting. Our engineers provide “eyes on” analysis and complete Incident Response guidance to ensure that our customer's security events are completely remediated before data, money or brand reputation is lost.
- While our services do help companies meet compliance regulations, both in monitoring and storage of logs, our primary service focus is security.
- Vijilan does not try to be “all things security” to our customers. Our service is designed to detect and remediate cyber-threats by performing real-time automated monitoring, supplemented 24/7 by human expert analysis of critical infrastructure device logs.



Vijilan has Experience

Vijilan's SOC is staffed by Level 1 Engineers, Level 2 (PMT) Engineers, and Level 3 (IRT) Engineers. Vijilan also has a service delivery team that assists the SOC as needed. Along with the Product Development Team, Vijilan's technology-focused employees make up over 60% of our company today.

Vijilan's SOC employees hold certifications which include GIAC (Global Information Assurance Certification) Incident Handler, CISSP (Certified Information Systems Security Professional), CISA (Certified Information Systems Auditor), and a number of hardware/vendor certifications.

Our Data Center is a fully resilient, best in class, high performing cloud-based infrastructure that is fully managed by our SOC and Product Development team. Our SOC simply has a view into this Data Center, and can, in the event of a disaster, relocate to any facility to provide the service from our cloud Data Center.

The infrastructure, both delivery and storage, is fully scalable based on customer growth and bandwidth needs. Our cloud infrastructure gives us the redundancy, resiliency and scalability that we need to grow with our customers and the market.





Vijilan's Service Offering Surpasses Dell SecureWorks:

Similar to Vijilan, Dell offers a service they call “Log Monitoring.” The Dell SecureWorks service is based on automated alerting, requiring minimal human effort. Incident Response is an additional service, offered in the much higher-priced Professional Services category, which must be purchased separately, as needed.

The challenge that a customer faces with Dell's model is that the organization, mid-breach, is left to figure out how to remediate their own events once they are found. As is true in most organizations today, there is often a lack of resources and expertise required to determine how to analyze an event and then perform the required remediation based on industry best practice. This leaves the customer frustrated and increases their overall risk posture.

Vijilan and [YOUR COMPANY NAME]:

Vijilan services include the human component required to triage, analyze and determine remediation for an event. Our guidance to [YOUR COMPANY NAME] allows [YOUR COMPANY NAME] to completely mitigate the event for their customer, step-by-step. The threat is eliminated and the customer's business is protected.

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