FORTINET ACQUIRES CYBERSPONSE

Today's cyberthreat landscape is constantly evolving. Further, the increasing number of point security products deployed contribute to a complex security operations center (SOC). In response, organizations seek to streamline their operations and maximize the efficiency of today's SOCs. The combined Fortinet and CyberSponse offering will provide organizations with a powerful solution that:

- Enterprise-grade scalable architecture with the distributed multi-tenancy that augments streamlined SOC operations and enables MSSPs to deliver security services with ease.
- Over 275 connectors to easily integrate with all major security vendors and technologies and offers a single, centralized point of visibility and control.
- More than 200 out-of-the-box easy-to-configure playbooks to automate incident response action sequence and routine tasks.
- The most advanced case management modules with incident timeline and asset correlation views, plus an automated ROI or savings measurement tool.
- Ensuring granular role-based access control to secure user-related data.

Our combination with CyberSponse, already a part of the Fortinet Security Fabric ecosystem as a Fabric-Ready partner solution, will further extend the automation capabilities offered by Fortinet's FortiAnalyzer, FortiSIEM and FortiGate (FortiOS) solutions and further simplify security operations.

We are excited to see customer validation for CyberSponse's SOAR approach – as an e.g. a Gartner Peer Reviewer notes "CyOps is one of the most flexible products I have come across. We have achieved 99% of our highly customized requirements from ticketing to reporting and automation to orchestration." Others say, "very flexible tool that allows to automate complex tasks in a matter of hours" and "using this tool for automation of mundane tasks means the skilled resources can focus on genuine incidents."

KEY QUESTIONS

Q: How does CyberSponse enrich Fortinet's security offerings?
A: Fortinet has been helping Customers over the last 2 decades securing their enterprise. We've learned, especially over the last 5-6 years that the sheer complexity of so many security controls create an additional security challenge. As a result, our strategy is to help customers weave these necessary controls into a seamless security fabric. However, even large security teams are struggling to find the cybersecurity staff and skills needed to run a well-designed SOC and effectively respond to so many potential security incidents identified by a diverse set of security tools. This combination of Fortinet+CyberSponse with help enhance the SOC offering we deliver by adding key SOAR capabilities into the Security Fabric.

Q: What market problem does this acquisition address?
A: The key problems we address for the Security teams are staff shortages, alert fatigue from many sources, rapidly expanding threat landscape, and the need for a central repository and action center for SOCs.

Q: Can you explain CyberSponse technology or product offerings?
A: CyberSponse is the premier software SOAR solution for global enterprises & MSSPs.
(1) Consolidates and triages alerts and threat intel from diverse sources like SIEM, Email, Syslog, Ticketing Systems etc. into one interface
(2) Automates the analysis and incident response leveraging 200+ playbooks that capture both machine-machine and human-machine interactions, and
(3) Visualizes and reports on metrics including ROI on investment

Other key highlights include:
(4) Mature case management (ticketing workflows, etc.)
(5) Distributed Multi-Tenancy to enable MSSPs and MDR Providers with Fortinet Security Fabric + SOAR
(6) Enterprise-Grade User Experience with Drag & Drop Actions

Q. Will the CyberSponse product become part of the Fortinet brand?

A. Yes.

Q: How will CyberSponse be integrated into Fortinet Security Fabric?

A: As an existing Fabric-ready partner, CyberSponse already complements FortiGate, FortiAnalyzer, and FortiSIEM products. We plan to deliver native integrations with multiple Fabric solutions over time.

Q: Where is CyberSponse located?

A: CyberSponse is headquartered in Arlington, Virginia with a development center in India.

Q: Who are CyberSponse's customers?

A: We see SOAR as an ideal budget for SOC teams which are large. The segments that have 5+ SOC Analysts are mostly in the Large Enterprises, MSSPs, Government and Service Providers. CyberSponse being a SOAR vendor has number of customers in these customer segments.

Q: What are the benefits to Fortinet partners of this acquisition?

A: Partners will benefit from this acquisition in a number of ways, including selling an expanded product and services portfolio that enrich partners' security offering and add value for end user customers with integrated solutions for SOC optimization. Adding CyberSponse to our Security Fabric significantly increases the addressable market and the ability to up-level their strategic sales conversations with CISOs. Also, the Distributed Multi-Tenancy capabilities of CyberSponse enables MSSPs and MDR Providers to deliver the value of Fortinet Security Fabric + SOAR effectively to their customers.

Q: Will the CyberSponse's products be sold via the existing Fortinet Channel?

A: Yes. Consistent with our standard business practices we will ensure channel is also trained and enabled to sell this SOAR solution both as a standalone and with our Fabric products.

Q: What does this mean for Fabric Ready Partners?

A: The openness of the Fortinet Security Fabric ensures that we integrate seamlessly with Fortinet competitive and non-competitive products.