Cymulate MSSP Program Overview

The Cymulate platform is built for customers and MSSPs to assess, optimize, rationalize, and provide assurance around their security controls and program. By partnering with Cymulate, MSSPs expand their understanding of customer security posture and discover new areas to provide additional services for protecting customer environments.

Cymulate was built with MSSPs in mind with its ability to manage customer tenancies from an MSSP parent tenant. With this management model, MSSPs gain both a holistic and focused view into customer security posture as it pertains to email, web gateway, endpoint, and other control areas. Integrations help to enrich Cymulate data and give MSSPs a direct view into where and why controls are and are not successful.

Why Cymulate?

Cymulate provides MSSPs with six key benefits:

Generate Additional Recurring Revenue
Identify new services to offer customers and attract additional clients, create and implement security projects, and enhance technology solutions.

Exceed SLAs
Easily test and fine-tune processes, detection rules, and personnel. Adopt a continuous security validation strategy to discover and reduce mean time to detect (MTTD) and mean time to respond (MTTR), enhance processes, tune solutions, and do more with fewer resources.

Minimize Operational Costs
Cymulate deploys in minutes and requires minimal pre-requisites to be effective. Launch an attack from one dashboard for multiple clients, simultaneously, and easily conduct regularly scheduled assessments with out-of-the-box templates. Sigma rules, automated assessments, and integration with SOAR platforms increase efficacy and efficiency.

Improve Customer Satisfaction
Demonstrate value to customers by setting a security baseline, testing against the baseline, and sharing the results on a regular basis. Eliminate client suspicion and criticism by showing them what was assessed, how it was tested, and what the results were for each period. Reduce churn and establish a competitive advantage.

Make Quick Data-Based Decisions
Dynamic dashboards, technical and executive reporting, and a rich UI generate easy to digest analytics. Use this data to baseline and track security posture, enhance controls, and deliver management ready reports across the portfolio.

Create Customizable Dashboards and Reports
Select relevant data per client or group of clients, filter it, and present it in graphs, charts, or metrics in a few clicks. The reports can be emailed or exported as a PDF for clients who don't have direct access to the platform.

Licensing and Pricing Options

Cymulate offers multiple licensing models for different types of delivery.

01 **Cymulate-as-a-service** – The MSSP owns the license and manages all Cymulate assessments for the customer.

02 **Co-managed** – The MSSP or customer owns the license, and the MSSP and customer share operation and administration of Cymulate.

03 **Reseller** – The customer purchases the license. The MSSP may still operate on behalf of the customer or may simply resell to the customer operations team.
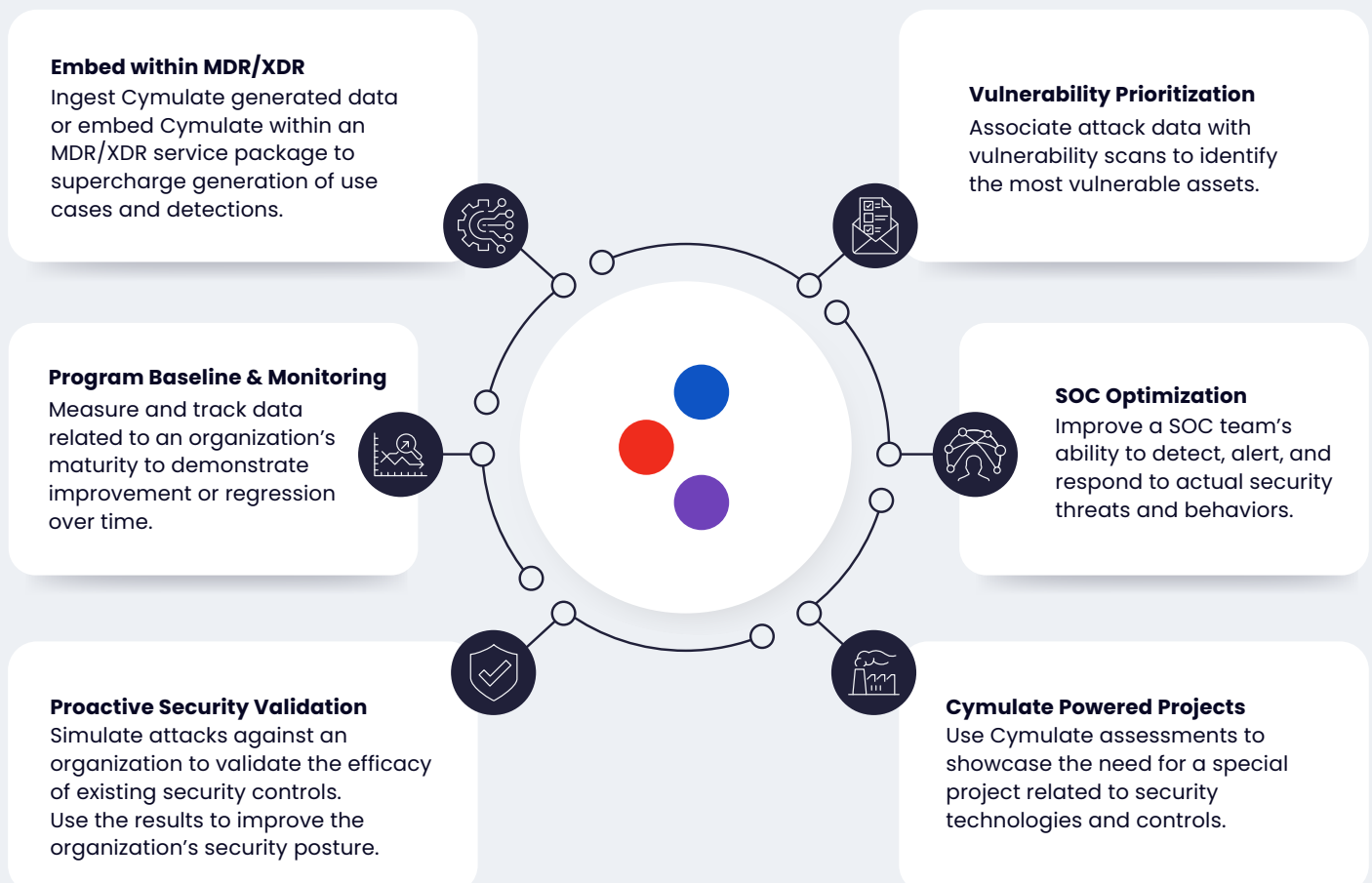
Cymulate offers two pricing options to flex to MSSPs' requirements:

01 **Annual Subscription** – The MSSP or the customer purchases an annual Cymulate subscription consisting of the core vectors and any add-ons.

02 **Utilization-based Pricing** – The MSSP purchases the Cymulate platform. From there, the MSSP works with the Cymulate team to license customer sub-tenants.

There are no additional fees for API use, integrations, or the number of Cymulate users.

High-Level MSSP Use Cases

Examples of existing MSSP offerings augmented by Cymulate's capabilities

Embed within MDR/XDR
Ingest Cymulate generated data or embed Cymulate within an MDR/XDR service package to supercharge generation of use cases and detections.

Vulnerability Prioritization
Associate attack data with vulnerability scans to identify the most vulnerable assets.

Program Baseline & Monitoring
Measure and track data related to an organization's maturity to demonstrate improvement or regression over time.

SOC Optimization
Improve a SOC team's ability to detect, alert, and respond to actual security threats and behaviors.

Proactive Security Validation
Simulate attacks against an organization to validate the efficacy of existing security controls. Use the results to improve the organization's security posture.

Cymulate Powered Projects
Use Cymulate assessments to showcase the need for a special project related to security technologies and controls.

Integrations

Technology integrations are a core focus for our Cymulate team. The Cymulate platform integrates with EDR, SIEM, Vulnerability Management, and other cybersecurity ecosystem vendors. For more information on these and other Cymulate integrations, visit https://cymulate.com/integrations/

Azure Sentinel	CROWDSTRIKE	IBM Radar
SentinelOne	paloalto NETWORKS	Qualys
servicenow	splunk >	tenable
TREND MICRO	Windows Defender ATP	

About Cymulate

The Cymulate SaaS-based Security Posture Validation Platform provides security professionals with the ability to continuously challenge, validate and optimize their on-premises and cloud cyber-security posture with end-to-end visualization across the MITRE ATT&CK® framework. The platform provides automated, expert, and threat intelligence-led risk assessments that are simple to deploy, and easy for organizations of all cybersecurity maturity levels to use. It also provides an open framework for creating and automating red and purple teaming by generating tailored penetration scenarios and advanced attack campaigns for their unique environments and security policies.

Contact our team to learn more about the Cymulate MSSP Program

Get Started!

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