

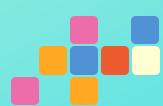
Advanced Security with Microsoft Defender



Travis Roberts

Sr. Technical Trainer
Microsoft MVP, MCT





Yong Rhee

Product Manager for Microsoft Defender for Endpoint

Ex - Microsoft Defender for Endpoint - Customer Engineering Experiencing (CxE) - Program Manager

Ex - Premier Field Engineer (now called Cloud Solutions Architect)

Ex - Support Escalation Engineer

- 25 years at Microsoft on May 15th
- Currently focusing on Defender for Endpoint in Windows, and in the past, I have focused on macOS and Linux too.
- Worked on helping customers do Security and O.S. assessments for 9 years.
- First 10 years were focused on Windows Server performance.
- In my free time, I like to go walking/jogging, and watching Formula 1 races



Jeremy Young Community Growth Strategist

Huntress







Nerdio + Defender - Travis

Microsoft Defender - Yong

Nerdio + Defender Features - Travis

Huntress and Nerdio Defender - Jeremy





Nerdio and
Microsoft Defender

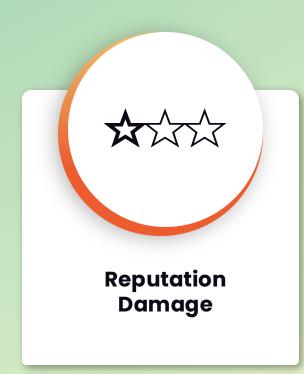


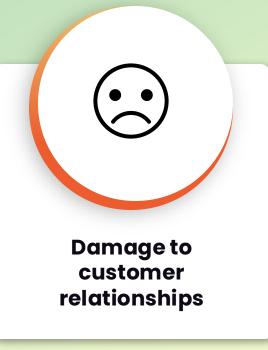
Why security matters for MSPs

61% of SMBs have been hit by a successful cyberattack in the last year.



The silent costs: impacts beyond the bottom line







Security challenges MSPs face in managing Azure

Visibility gaps

Difficulty obtaining a unified view of security across clients, tenants, and environments.

Cost and resource strain

Balancing cost-effective resource usage while maintaining strict security measures.

Issues with backup / recovery process

Inconsistent Azure Backup policies create gaps in disaster recovery readiness.



Shared responsibility model

	Responsibility	SaaS	PaaS	laaS	On-Prem
Customer Responsibility	Information and data	•			
	Devices (mobile and PC)				
	Accounts and identities				
Responsibility Varies	Identity and directory infrastructure				
	Applications				
	Network controls				
	Operating system				
Cloud Provider Responsibility	Physical hosts				
	Physical network				
	Physical Datacenter				





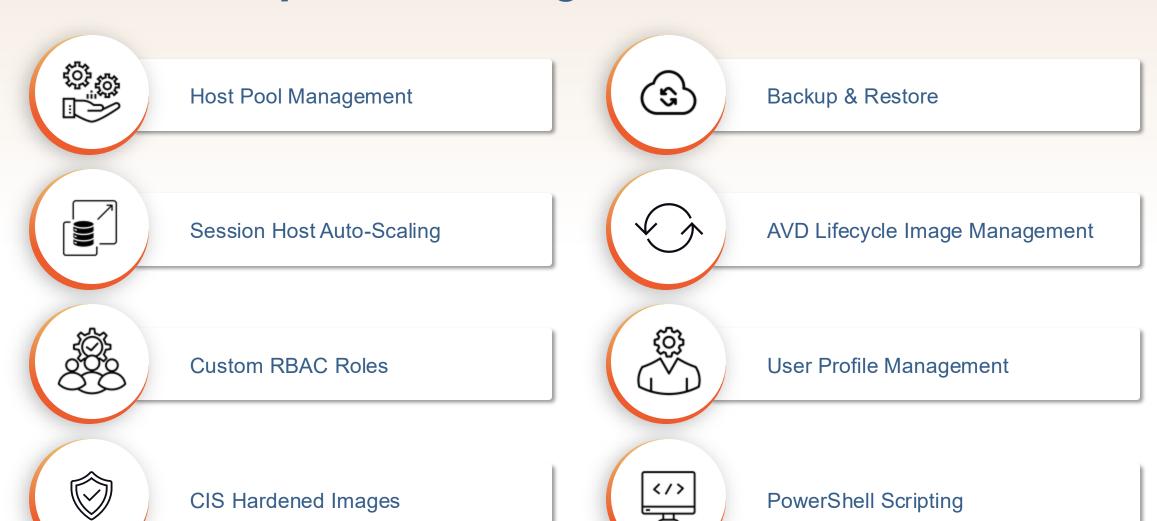


Nerdio Manager automates, simplifies, and optimizes virtual desktops In Azure

Azure Infrastructure



Nerdio's key AVD management features



Nerdio Manager streamlines & secures the management of Modern Work environments

Modern Work







Verify explicitly

Always authenticate and authorize.



Use least privileged access

Limit user access with just-in-time and just-enough-access policies.



Assume breach

Minimize breach radius and segment access. Use end-to-end encryption and use analytics for visibility and early threat detection.

Zero trust with Nerdio Manager

Nerdio Manager helps with securing your data at the core

Pre-configured and custom RBAC roles.

2 Install Hybrid Connection Manager (HCM)

Conditional Access policy management.





Security pitfalls in the Modern Work landscape

Inconsistent security policies

Data exposure risks

Delayed threat detection

User management challenges

Nerdio Modern Work: closing the security gaps

Secure access controls

Automated policy enforcement

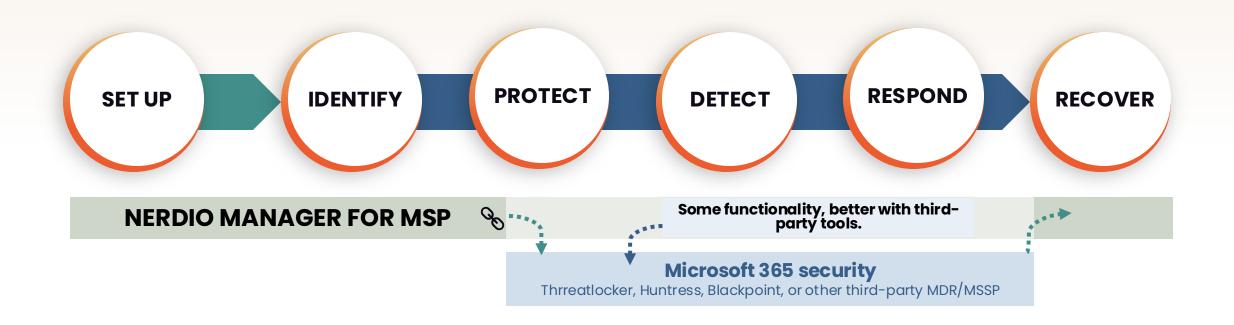
Enhanced data protection

Proactive threat monitoring

Effortless user management



The NIST Cybersecurity Framework



Nerdio Manager for MSP meets the NIST Cybersecurity Framework

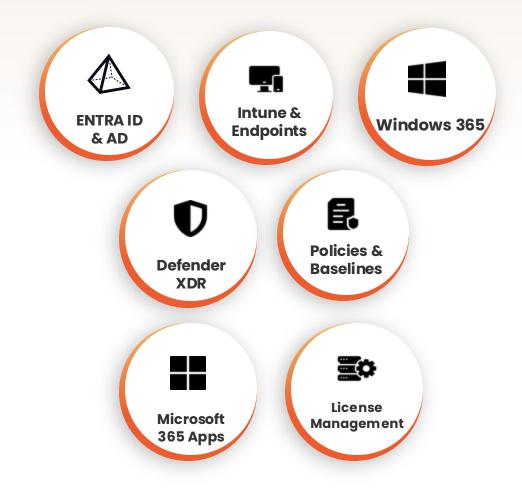
Identify	Protect	Detect	Respond	Recover
 Audit Logs Risky & Stale User Reports Defender Vulnerability Reporting Device Configuration Compliance Global Views & Dashboards AVD Utilization and Performance Tenant Configuration Compliance Secure Score Management 	 Granular RBAC Model CIS Hardened AVD Images CIS Intune Policies Settings Baselines Conditional Access Policy Management Azure Backup Management Golden Image Management Global App Catalog Global Policy Management Global Windows Update Rings 	Defender for Endpoint functionality Risky & Stale User Reporting	Console Connect	 Azure Backup Management & Validation Golden Image Management & Validation CIS Hardened AVD Images Recovery Services for Policies & Baselines AVD Auto-Heal AI Backup Validation AI Image Validation

Future of AVD + Modern Work security with Nerdio

AZURE INFRASTRUCTURE



MODERN WORK



Why choose Nerdio Manager security solutions?

Nerdio Manager simplifies and strengthens your security strategies and empowers MSPs to deliver unparalleled value to their clients







Microsoft Security + SOC

Industry tests

Microsoft Defender for Endpoint

Vulnerability Management

Attack Surface Reduction

Next-Generation Protection

Endpoint Protection and Response

Windows Server

macOS

Linux server

Mobile Threat Detection

Security CoPilot

Defender Threat Experts







Protecting endpoints has never been as challenging as it is today...

Increasing sophistication of ransomware

275%

rise in ransomware attacks we observed from 2023 to 2024



...but Microsoft Defender for Endpoint is meeting the challenge

Increasing sophistication of ransomware

275% rise in ransonward attack observed from 2023 to 2024 rise in ransomware attacks we

Best-in-class ransomware protection



>300% decline in Defender for Endpoint customers encrypted from 2023 to 2024



A unified security operations platform

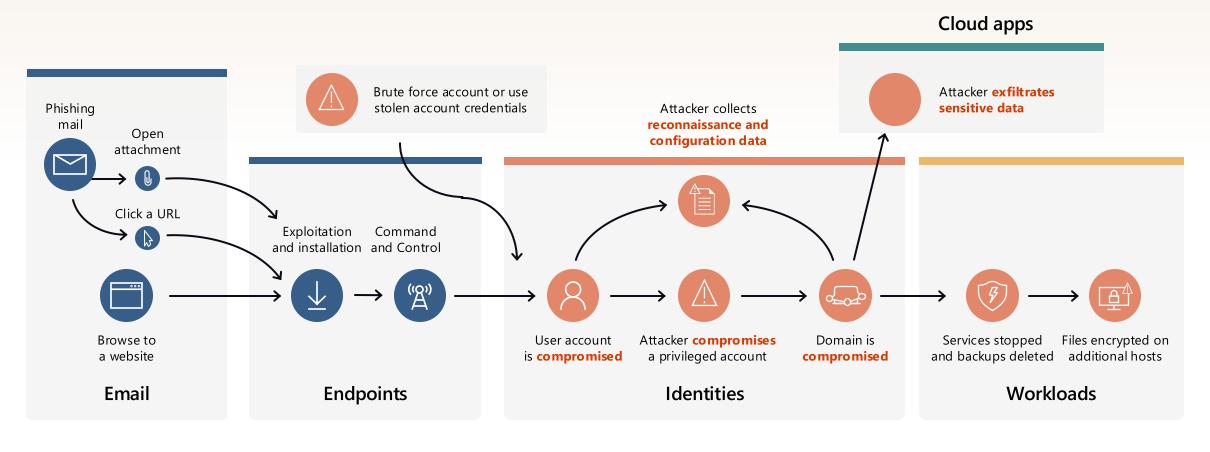
Protecting the world's businesses across all assets with best-in-class posture and fastest MTTR



\$5B/year investment in cybersecurity research and innovation (20% of Microsoft Security revenue in 2022)

Endpoint-focused detection and response solutions are insufficient to protect against evolving threats

Attacks are crossing modalities



Typical Human-Operated Ransomware Campaign



Built on the foundation of an industry leader in device security

Gartner

Gartner names Microsoft a Leader in 2024 **Endpoint Protection Platforms Magic Quadrant.**

IDC names Microsoft a Leader for Modern Endpoint Security for Enterprise and Small and Midsize Businesses.

IDC ranks Microsoft number one for corporate endpoint security market share in the IDC Worldwide Corporate **Endpoint Security Market Shares 2022 report.**

in independent tests.



FORRESTER®

Forrester names Microsoft a Leader in Endpoint Security Wave for XDR 2024.

Forrester names Microsoft a Leader in Endpoint Detection and Response Providers Q2 2024

Forrester names Microsoft a Leader in Unified Endpoint

Our antimalware capabilities consistently achieve high scores



Management Wave, Q4 2023.

Microsoft Defender for Endpoint awarded a perfect 5-star rating by SC Media in 2020 Endpoint Security Review.



Microsoft leads in real-world detection in MITRE ATT&CK evaluation.

Microsoft won six security awards with Cyber Defense Magazine at RSAC 2021.

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IDC MarketScape: Worldwide Modern Endpoint Security for Enterprises 2021 Vendor Assessment, Doc #US48306021, November 2021.

IDC. Worldwide Corporate Endpoint Security Market Shares, 2022; Pace of Growth Accelerated Through 2022, Doc #US49349323, June 2023.

Microsoft Defender for Endpoint





management



Attack surface reduction



Next generation protection



Endpoint detection and response



Auto investigation and remediation



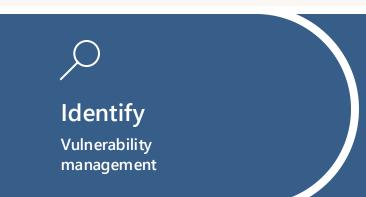


Defender for Endpoint

NIST Cybersecurity Framework map



The National Institute of Standards and Technology (NIST), founded in 1901, is now part of the U.S. Department of Commerce and is one of the nation's oldest physical science laboratories. The NIST Cybersecurity Framework features the **key functions seen below**. These functions were selected because they represent the primary pillars for a successful and holistic cybersecurity program, and aid organizations in easily expressing their management of cybersecurity risk at a high level and enable risk management decisions.





Protect

Attack surface reduction Next-generation protection



Detect and respond

Endpoint detection and response



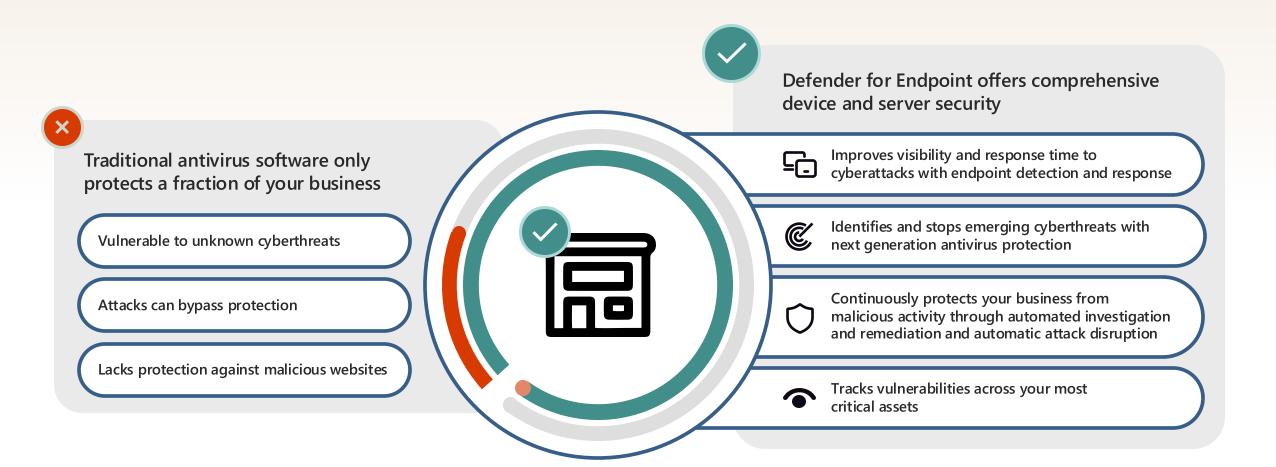
Recover

Automated investigation and remediation

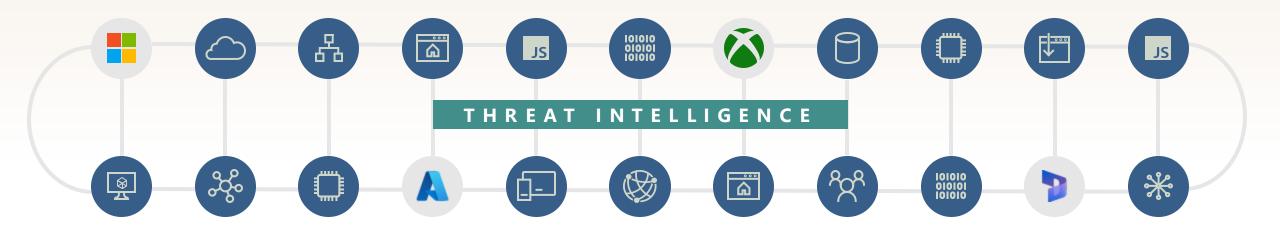


See how it works >>

Traditional antivirus vs. Defender for Endpoint



Microsoft has an unparalleled view of the ever-changing threat landscape



Defend four of the world's largest public clouds



Protect over **2.5Bn endpoints** embedded across the planet



Graph the entire internet

78T + security signals

15B+
internet
observations

10,000 + dedicated security researchers and engineers

72B+ threats blocked

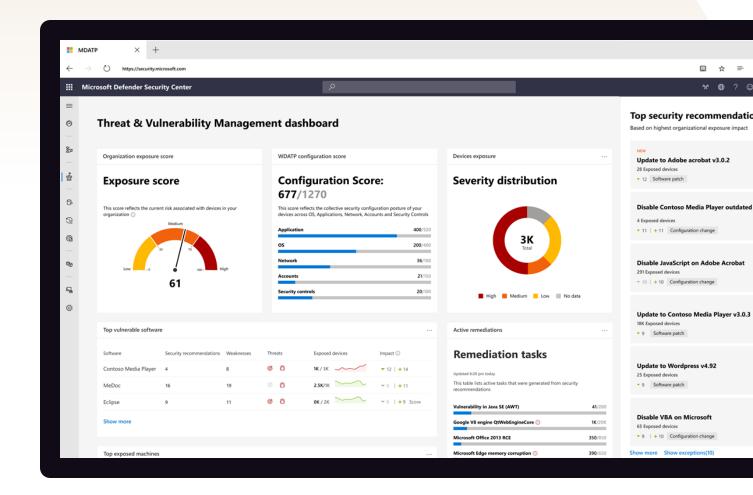


Vulnerability management



A risk-based approach to mature your vulnerability management program

- Continuous real-time discovery
- Context-aware prioritization
- Built-in end-to-end remediation process



Continuous discovery

Extensive vulnerability assessment across the entire stack

Easiest to exploit



Application extension vulnerabilities

Application-specific vulnerabilities that relate to component within the application. For example: Grammarly Chrome Extension (CVE-2018-6654)



Application run-time libraries vulnerabilities

Reside in a run-time libraries which is loaded by an application (dependency). For example: Electron JS framework vulnerability (CVE-2018-1000136)



Application vulnerabilities (first-party and third-party)

Discovered and exploited on a daily basis. For example: 7-zip code execution (CVE-2018-10115)



OS kernel vulnerabilities

Becoming more and more popular in recent years due to OS exploit mitigation controls. For example: Win32 elevation of privilege (CVE-2018-8233)



Hardware vulnerabilities (firmware)

Extremely hard to exploit but can affect the root trust of the system. For example: Spectre/Meltdown vulnerabilities (CVE-2017-5715)

Continuous discovery

Broad secure configuration assessment

Operation system misconfiguration

- > File Share Analysis
- > Security Stack configuration
- > OS baseline



Account misconfiguration

- > Password Policy
- > Permission Analysis



Application misconfiguration

- > Least-privilege principle
- > Client/Server/Web application analysis
- > SSL/TLS Certificate assessment



Network misconfiguration

- > Open ports analysis
- Network services analysis



Threat and business prioritization ("TLV")

Helping customers focus on the right things at the right time



Threat landscape

Vulnerability characteristics (CVSS score, days vulnerable)
Exploit characteristics (public exploit and difficulty, bundle)
EDR security alerts (Active alerts, breach history)
Threat analytics (live campaigns, threat actors)

Breach likelihood

Current security posture
Internet facing
Exploit attempts in the org

Business value

HVA analysis (WIP, HVU, critical process) Run-time and dependency analysis



Attack surface reduction

- Web Content Filtering
- Network Protection + Smartscreen
- Attack Surface Reduction rules
- Device Control
- Controlled Folder Access
- App Control For Business
- Credential Guard





Attack surface reduction

Resist attacks and exploitations

- HW-based isolation
- Application control
- Exploit protection
- Network protection
- Controlled folder access
- Device control
- Web protection
- Ransomware protection

- Isolate access to untrusted sites
- Isolate access to untrusted Office files
- Host intrusion prevention
- Exploit mitigation
- Ransomware protection for your files
- Block traffic to low reputation destinations
- Protect your legacy applications
- Only allow trusted applications to run

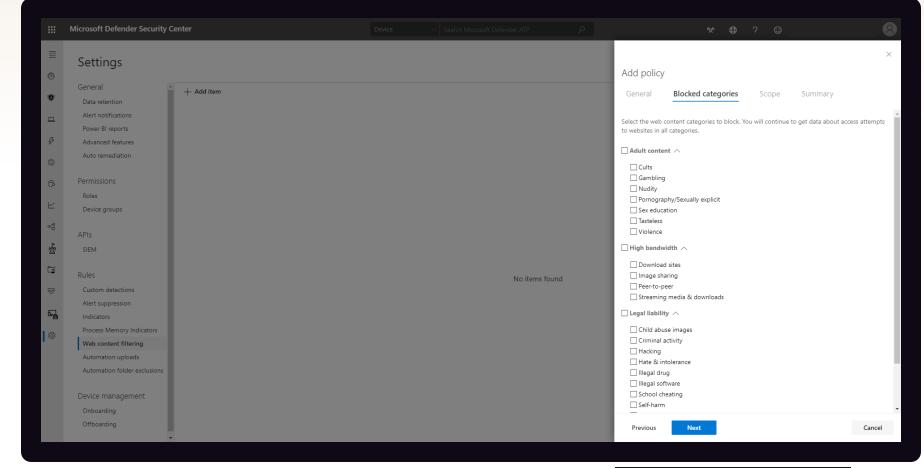


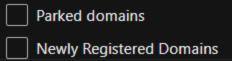
Web content filtering configuration

Allow, and block



 Preventing access to Parked domains and/or Newly registered domains used for malicious activity is another layer of prevention.

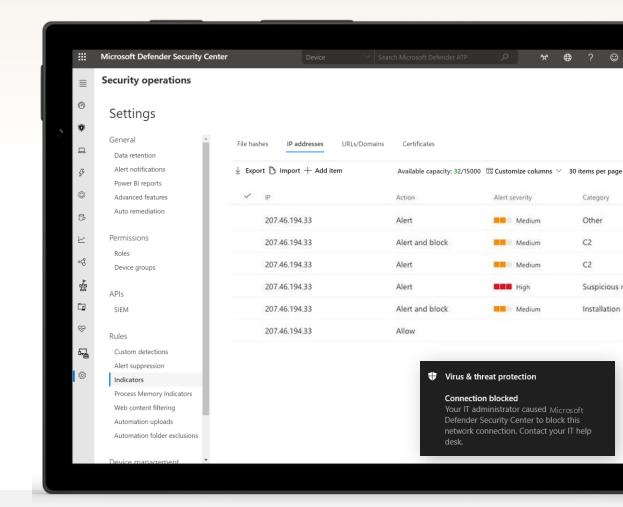




Network protection

Allow, audit and block

- Perimeter-less network protection ("SmartScreen in the box") preventing users from accessing malicious or suspicious network destinations, using any app on the device and not just Microsoft Edge.
- Customers can add their own TI in additional to trusting our rich reputation database.



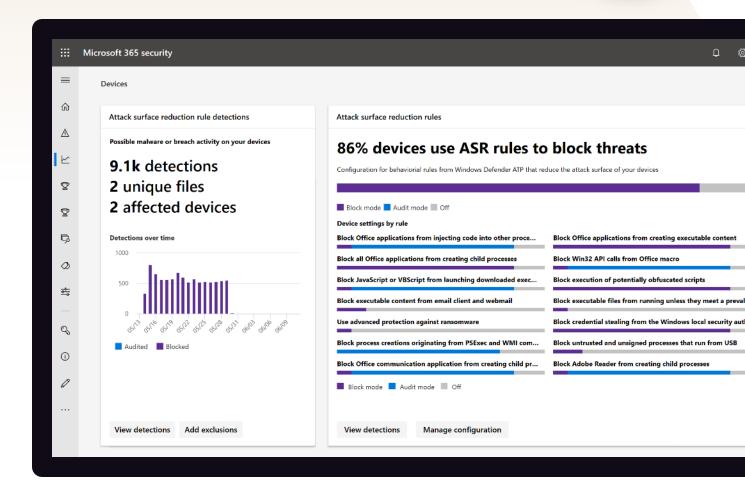
Attack surface reduction for Windows

Allow, audit and block



Protect against risks by reducing the surface area of attack

- System hardening without disruption
- Customization that fits your business
- Visualize the impact and simply turn it on



Attack surface reduction (ASR) rules



Minimize the attack surface

Signature-less, control entry vectors, based on cloud intelligence.
Attack surface reduction (ASR) controls, such as behavior of Office macros.

Productivity apps rules

- > Block Office apps from creating executable content
- > Block Office apps from creating child processes
- > Block Office apps from injecting code into other processes
- > Block Win32 API calls from Office macros
- > Block Adobe Reader from creating child processes

Email rule

- > Block executable content from email client and webmail
- > Block only Office communication applications from creating child processes

Script rules

- > Block obfuscated JS/VBS/PS/macro code
- > Block JS/VBS from launching downloaded executable content

Polymorphic threats

- > Block Webshell creation for Servers
- > Block abuse of exploited vulnerable signed drivers
- Block executable files from running unless they meet a prevalence, age, or trusted list criteria
- > Block rebooting machine in Safe Mode
- > Block use of copied or impersonated system tools
- > Use advanced protection against ransomware
- > Block untrusted and unsigned processes that run from USB

Lateral movement and credential theft

- > Block process creations originating from PSExec and WMI commands
- Block credential stealing from the Windows local security authority subsystem (Isass.exe)
- > Block persistence through WMI event subscription

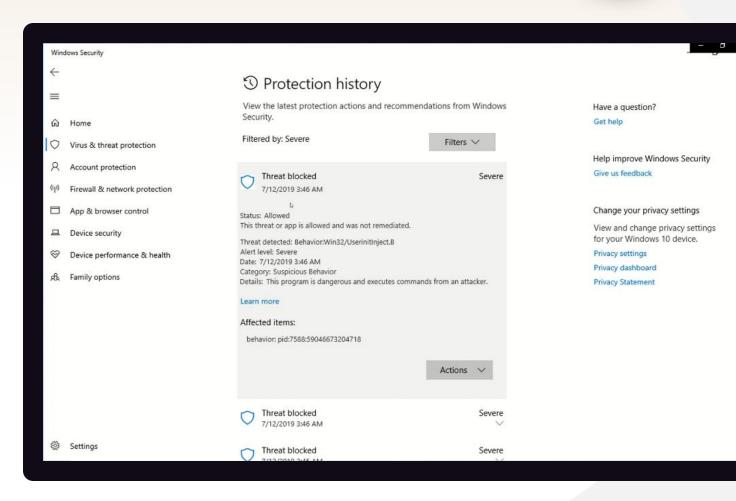


Next generation protection



Helps block and tackle sophisticated threats and malware

- Behavioral based real-time protection
- Blocks file-based and fileless malware
- Stops malicious activity from trusted and untrusted applications



Microsoft Defender for Endpoint next generation protection engines

78T+ signals to train ML



Metadata-based ML Stops new threats quickly by analyzing metadata



Behavior-based ML Identifies new threats with process trees and suspicious behavior sequences



AMSI-paired ML
Detects fileless and
in-memory attacks using
paired client and cloud
ML models



File classification ML
Detects new malware
by running multi-class,
deep neural network
classifiers



Detonation-based ML Catches new malware by detonating unknown files



Reputation ML
Catches threats
with bad reputation,
whether direct
or by association



Smart rules
Blocks threats using expert-written rules







Spots new and unknown threats using client-based ML models



Behavior monitoring Identifies malicious behavior, including suspicious runtime sequence



Memory scanning
Detects malicious code
running in memory



AMSI integration Detects fileless and in-memory attacks



Heuristics
Catches malware
variants or new
strains with similar
characteristics



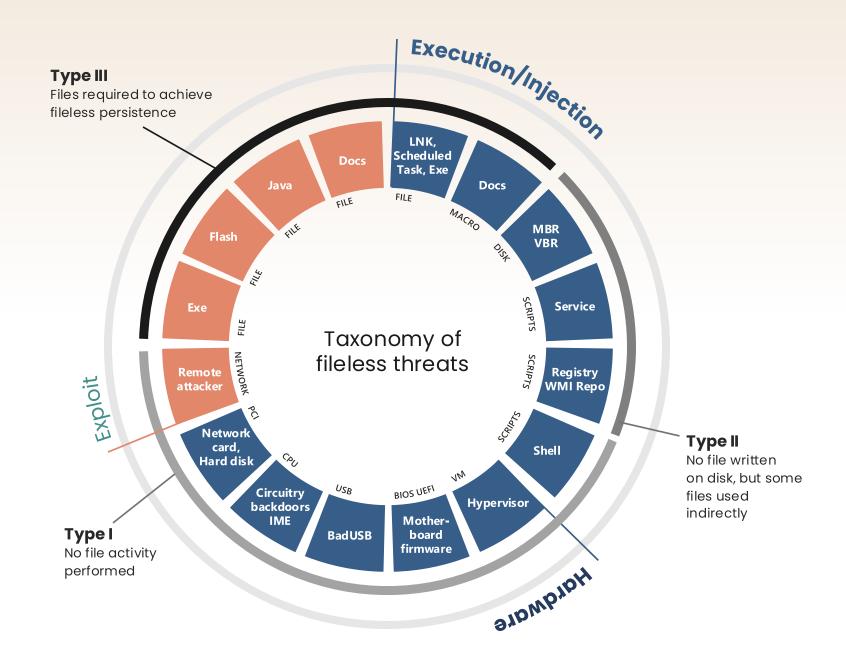
Emulation
Evaluates files
based on how they
would behave
when run



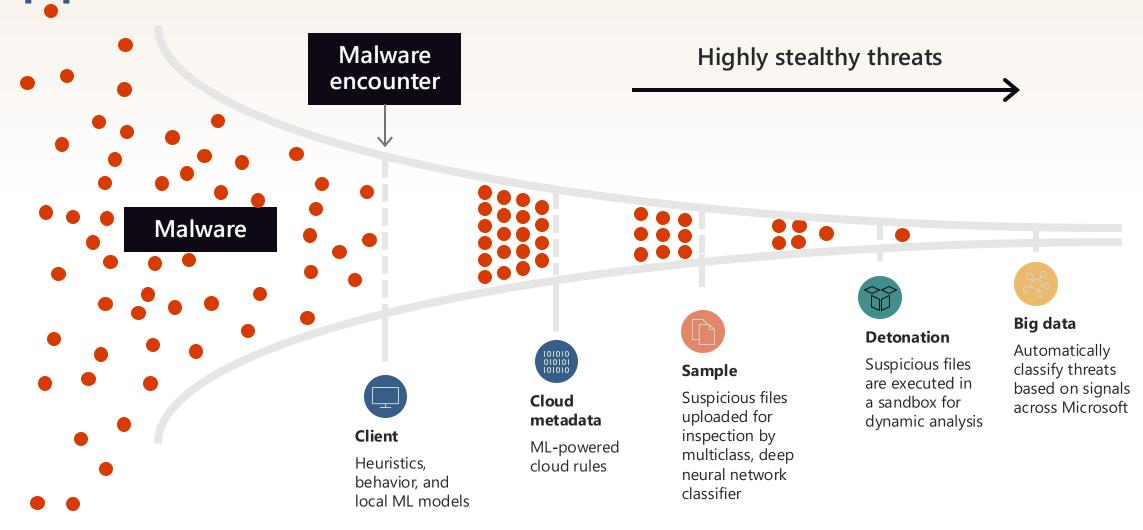
Network monitoring Catches malicious network activities

Innovations in fileless protection

- Dynamic and in context URL analysis to block call to malicious URL
- AMSI-paired machine learning uses pairs of client-side and cloud-side models that integrate with Antimalware Scan Interface (AMSI) to perform advanced analysis of scripting behavior
- DNS exfiltration analysis
- Deep memory analysis



Microsoft Defender for Endpoint's NGP protection pipeline



Dynamic: behavior monitoring



Monitors activity on:

- Files
- Registry keys
- Processes
- Network (basic HTTP inspection)
- ...and few other specific activities



Heuristics can:

- Detect sequences of events
 E.g., a file named "malware.exe" is created
- Inspect event data
 E.g., an AutoRun key is created and contains
 "malware.exe"
- Correlate with other static signals
 E.g., "malware.exe" has an attribute indicating
 it is a DotNet executable
- Perform some basic remediation
 E.g., delete "malware.exe" if the BM event reported infection
- Request memory scan of running processes

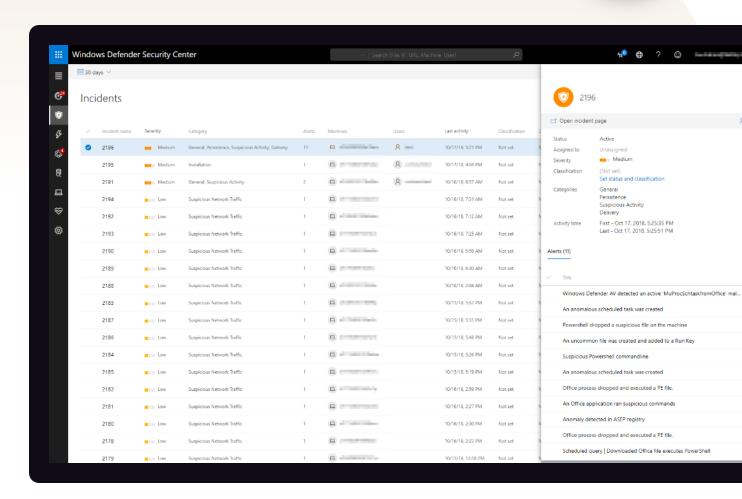


Endpoint detection and response



Detect, disrupt, and respond to advanced persistent attacks

- Behavioral-based, Al-powered, real-time protection
- Automatic attack disruption for in-progress attacks
- Live response to gain access to devices



Automatic attack disruption



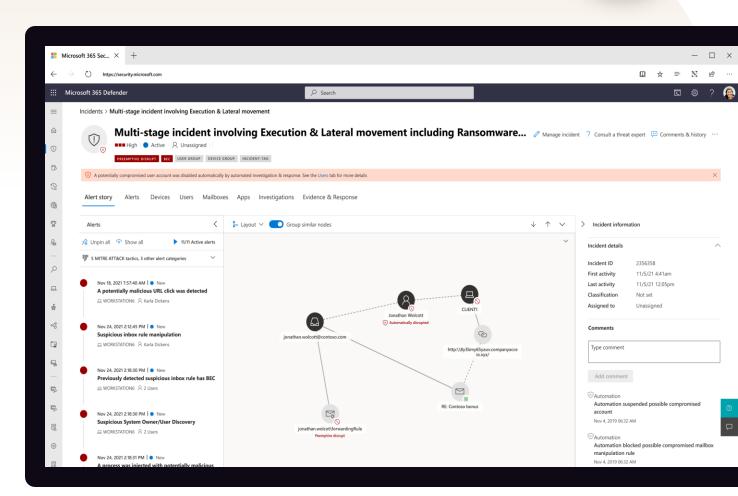
Use AI models and high-fidelity signals to automatically disrupt sophisticated attacks and simplify complexity for your IT teams

- Automatically contains infected devices and users in real-time
- Al-powered automation disrupts lateral movement leaving the IT team full control to investigate
- Reduces the overall cost and limits the impact of an attack

Learn more:

aka.ms/AttackDisruption





Automatic attack disruption – what others detect, we disrupt



7k incidents disrupted per month

disabled user accounts in the last six months

devices saved from an attack in the last six months

On by default powered by AI/ML to detect and disrupt in-progress attacks with 99% confidence

Real-life customer stories

A customer experienced an attack across:

- 10+ attack waves
- 10 compromised domain admin users
- 3 spreader IPs

Attackers targeted 2,000 devices, 97% saved

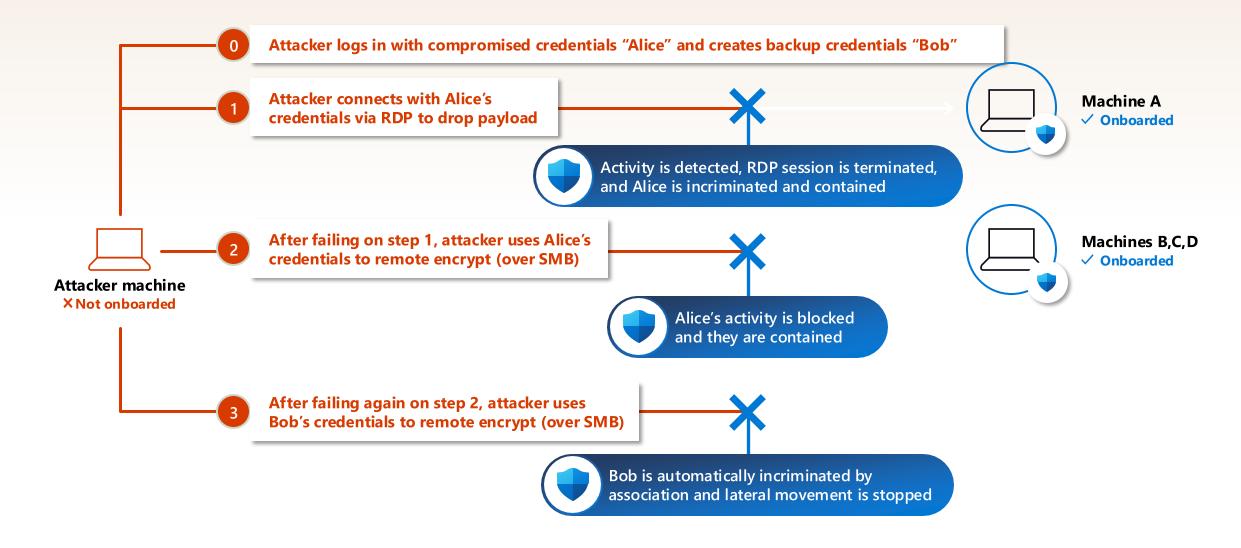
3% of devices were onboarded to a different security vendor and suffered encryption

A customer experienced an attack across six users:

- 4 users were disabled at the initial access stage
- 2 users were disabled when the session cookie was re-used

Early disruption in the kill chain prevented a business email compromise attack

Automatic attack disruption demo



Incidents

Narrate the end-to-end attack story

Reconstructing the story

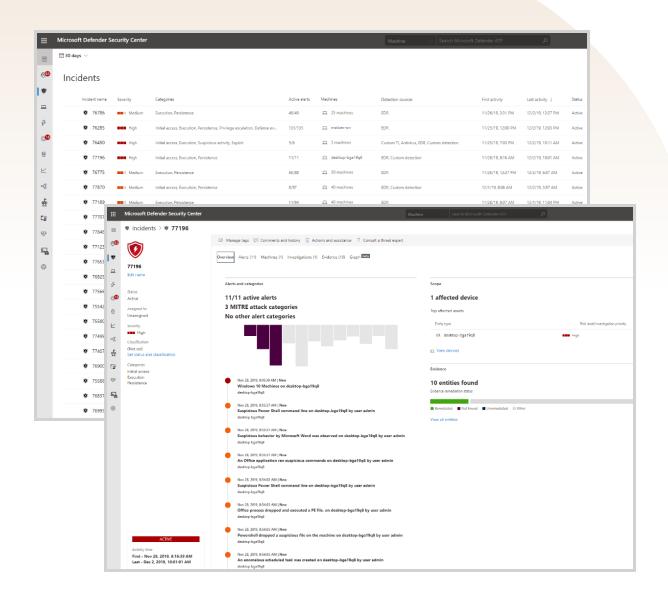
The broader attack story is better described when relevant alerts and related entities are brought together

Incident scope

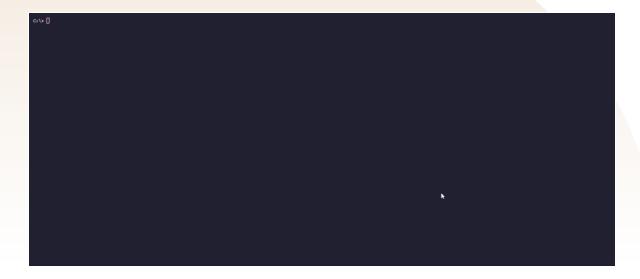
Analysts receive better perspective on the purview of complex threats containing multiple entities

Higher fidelity, lower noise

Effectively reduces the load and effort required to investigate and respond to attacks



Live response



```
Command console

Command Command Console

Command Console

Command Console

Command Console
```

Threat analytics

Delivering insight on major threats to your organization

Threat to posture view

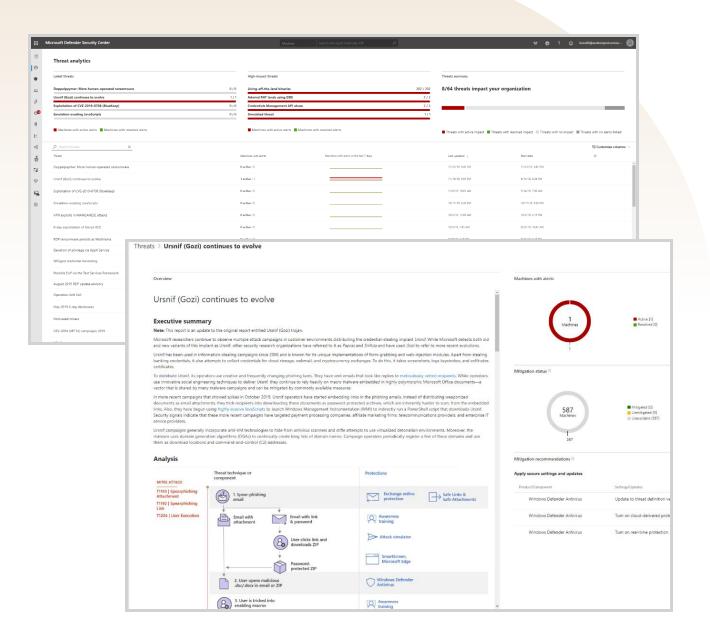
See how you score against significant and emerging campaigns with interactive reports

Identify unprotected systems

Get real-time insights to assess the impact of the threat on your environment

Get guidance

Provides recommended actions to increase security resilience, to prevention, or contain the threat

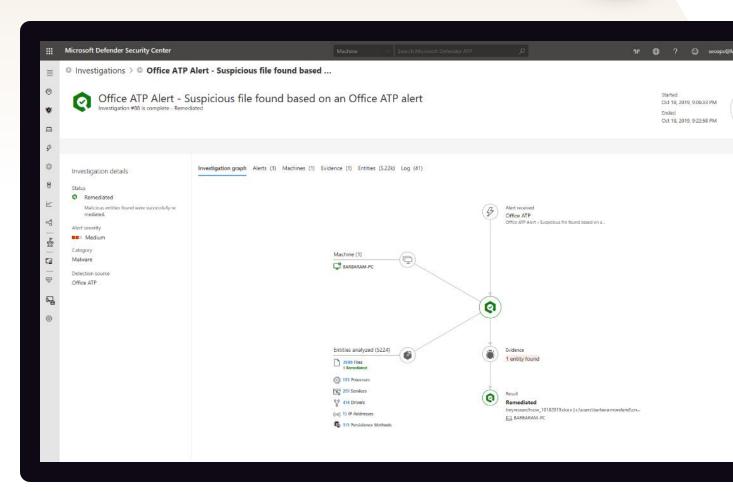


Automated investigation and remediation (AIR)



Automatically investigates alerts and helps to remediate complex threats

- Mimics the ideal steps analysts would take
- Tackles file or memory-based attacks
- Scales security operations with 24x7 automated responses



What is Defender for Endpoint AIR?



Security automation is...

mimicking the ideal steps a human would take to investigate and remediate a cyber threat



Security automation is not...

if machine has alert → autoisolate When we look at the steps an analyst is taking as when investigating and remediating threats we can identify the following high-level steps:



Determining whether the threat requires action



Performing necessary remediation actions

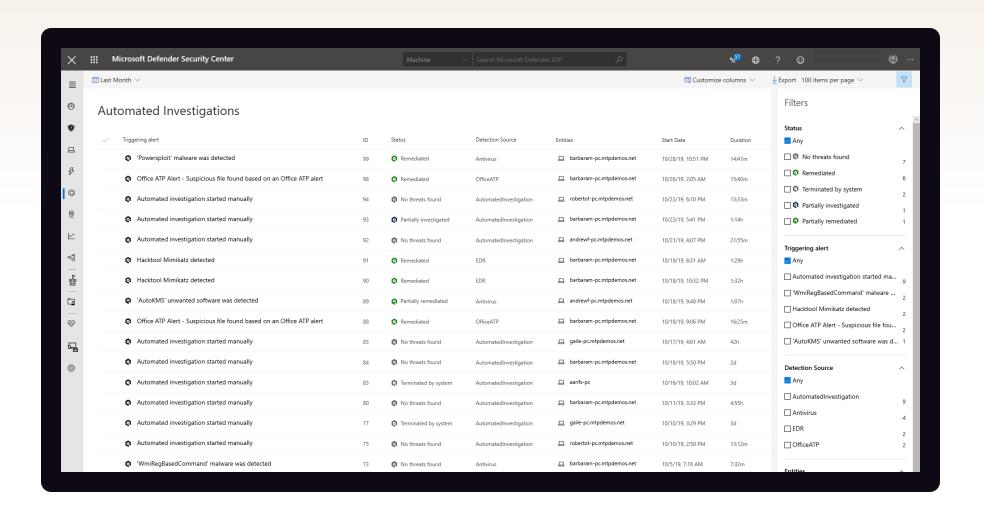


Deciding what additional investigations should be next

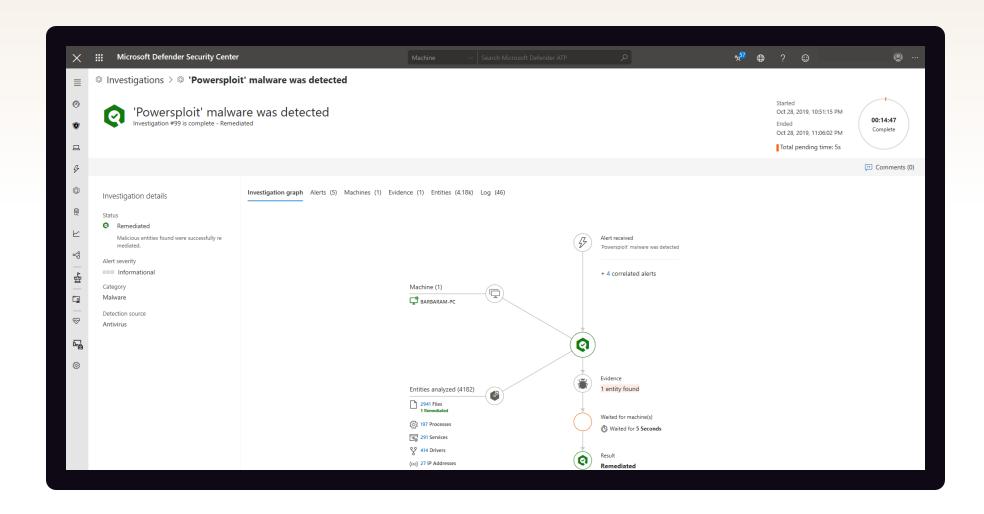


Repeating this as many times as necessary for every alert

Auto investigation queue

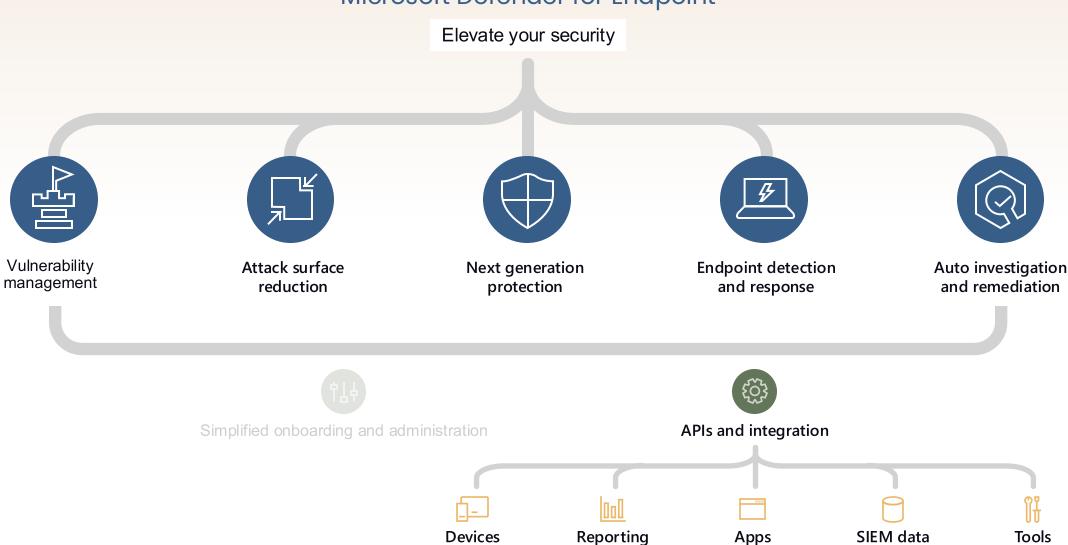


Investigation graph



Partner APIs—connecting with the platform

Microsoft Defender for Endpoint



Delivering device security across platforms



Endpoints and servers¹

Mobile devices²

Virtual desktops





macOS



iOS





Azure Virtual Desktop

Windows 365

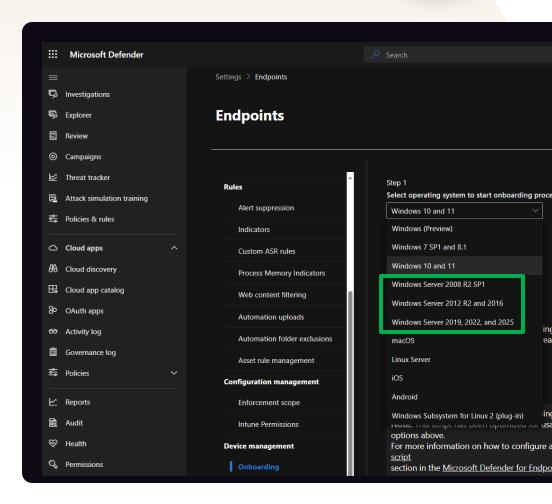


Defender for Endpoint for servers



Windows server and Linux server protection

- Same protection for both clients and servers with a single admin experience
- Available via Microsoft Defender for Cloud Plan 1 and Plan 2 or Defender for Endpoint for Servers





Microsoft Defender for Endpoint (Mac)

macOS

Threat prevention

- Realtime MW protection for Mac OS
- Malware detection alerts visible in the Microsoft Defender for Endpoint console

Rich cyber data enabling attack detection and investigation

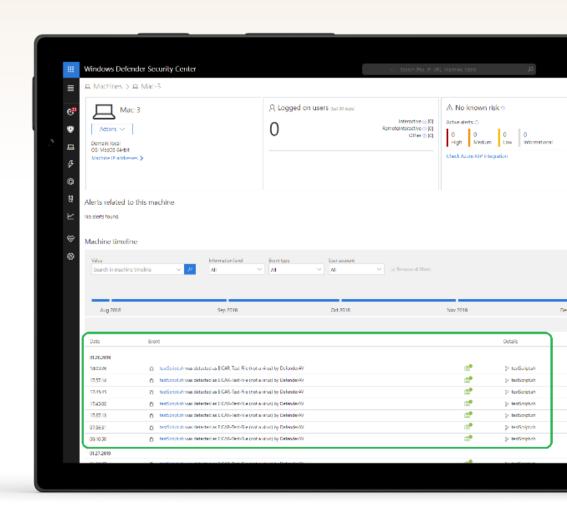
- Monitors relevant activities including files, processes, network activities
- Reports verbose data with full-scope of relationships between entities
- Provides a complete picture of what's happening on the device

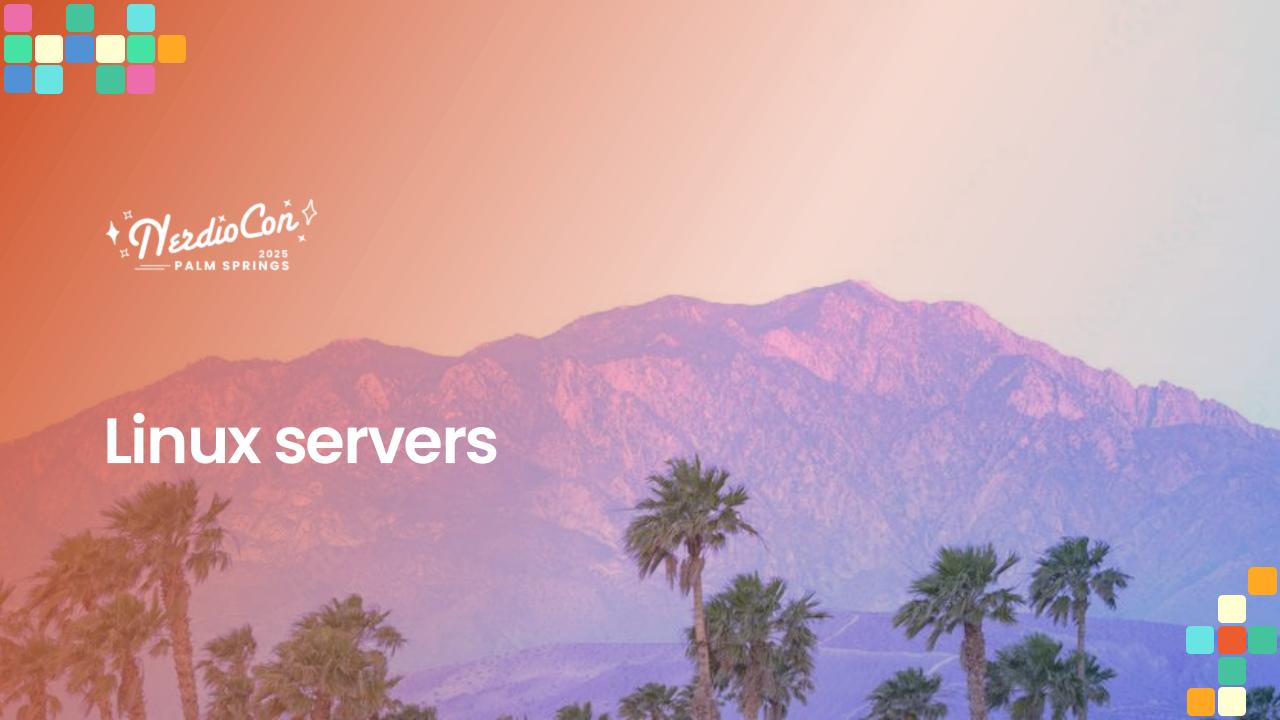
Enterprise Grade

- Lightweight deployment & onboarding process
- Performant, none intrusive
- Aligned with compliance, privacy & data sovereignty requirements

Seamlessly integrated with Microsoft Defender for Endpoint capabilities

- Detection dictionary across the kill chain
- 6 months of raw data on all machines inc Mac OS
- Reputation data for all entities being logged
- Single pane of glass across all endpoints Mac OS
- Advanced hunting on all raw data including Mac OS
- Custom TI
- API access to the entire data model inc Mac OS
- SIEM integration
- Compliance & Privacy
- RBAC





Linux servers

On the client:

- > AV prevention
- Full command line experience (scanning, configuring, agent health)

```
allels@t-ubuntu:~$ mdatp
h [ --help ]
                        Begins tracing Microsoft Defender's ac
-trace
 -verbose
                        Verbose output
                        Retry attempts to connect
 -retry
 -diagnostic
                        Gathers log files and packages them to
                        compressed file in the support director
 -definition-update
                        Checks for new definition updates
                        Displays the output in human-readable
 -health [metric]
                        Display health information (Optional
                        report just one metric)
                        Display third party notice
 -logging
                         Logging options (see below)
 -config [name] [value] Change configuration
 -threat
                         Threat operations (see below)
                         Scan operations (see below)
 -scan
 -exclusion
                        Exclusion operations (see below)
 -connectivity-test
                        Run connectivity test
                        EDR config (see below)
logging options:
-set-level arg
                      Sets the current diagnostic logging leve
Outputs the contents of log files to the
 -view-logs
threat options:
 -add-allowed arg
                                       Adds allowed threat
 -remove-allowed arg
                                       Removes allowed threat
 -get-details arg
                                       Gets threat details
-list
                                       Lists all detected thre
                                       Quarantines threat (by
-quarantine arg
                                       Restores threat (by thre
-restore arg
-remove arg
                                       Removes threat (by threa
-type-handling [threat_type] [action]
                                       Changes the way certain
                                       threats are handled
scan options:
-path path
                      Scans provided path
                      Performs quick scan
 -quick
-full
                      Pefroms full system scan
-cancel
                      Cancels current scan (either quick, full
exclusion options:
--list
                       List exclusions
 -add-file arg
                       File path
 -add-folder arg
                        Folder path
 -add-extension arg
                       File extension
 -add-process arg
                       Process name
 -remove-file arg
                       File path
 -remove-folder arg
                       Folder path
```



In the Microsoft Defender XDR security portal, you'll see basic alerts and machine information.

EDR functionality will be gradually lit up in upcoming waves.

Antivirus alerts:

- > Severity
- Scan type
- Device information (hostname, machine identifier, tenant identifier, app version, and OS type)
- File information (name, path, size, and hash)
- Threat information (name, type, and state)

Device information:

- > Machine identifier
- > Tenant identifier
- > App version
- > Hostname
- > OS type
- > OS version
- > Computer model
- > Processor architecture
- Whether the device is a virtual machine



Simplified mobile threat defense

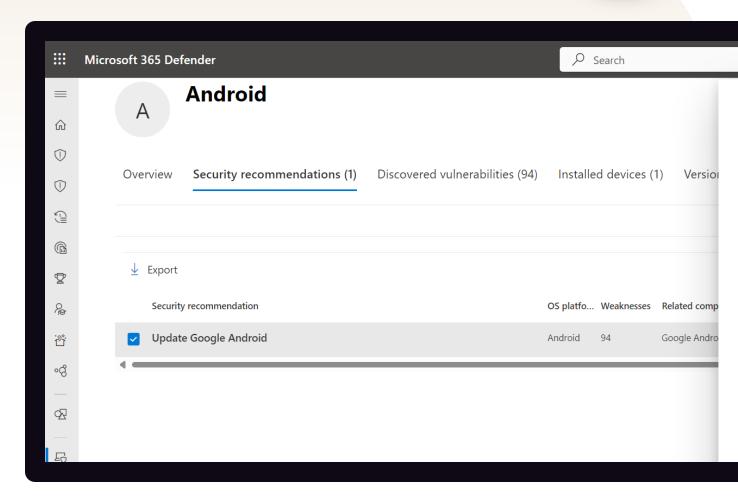


Secure iOS and Android devices without device management or add-ons with Defender for Business standalone

- Stay up-to-date and help prevent threats with OS-level vulnerability management
- Protect against phishing and malicious websites with web protection
- Detect malicious Android apps with app security

Learn more:





Detailed mobile threat defense without device

Capabilities	Android	iOS	Description
Web protection			Anti-phishing, blocking unsafe network connections, and support for custom indicators.
Malware protection (Android-only)			Scanning for malicious apps.
Jailbreak detection (iOS-only)			Detection of jailbroken devices.
Threat and vulnerability management (operating system)			Vulnerability assessment of onboarded mobile devices. Includes OS vulnerabilities assessment for both Android and iOS.
Unified alerting			Alerts from all platforms in the unified Microsoft 365 security console.
Network protection	Intune capability	Intune capability	Protection against rogue Wi-Fi related threats and rogue certificates; ability to allow list the root CA and private root CA certificates in Intune; establish trust with endpoints.
Conditional Access, conditional launch	Intune capability	Intune capability	Blocking risky devices from accessing corporate resources. Defender for Business risk signals can also be added to Intune app protection policies (MAM).
Privacy controls	Intune capability	Intune capability	Configure privacy in the threat reports by controlling the data sent by Microsoft Defender for Endpoint. Privacy controls are available for admin and end users. It's there for enrolled and unenrolled devices as well.
Integration with Microsoft Tunnel	Intune and Microsoft Tunnel capability	Intune and Microsoft Tunnel capability	Integration with Microsoft Tunnel, a VPN gateway solution to enable security and connectivity in a single app. Available on both Android and iOS.

Learn more:

aka.ms/SMBSecurityJulyBlog

Microsoft Defender for Endpoint and Business

Cross platform and Al-powered enterprise grade protection with next-gen protection, endpoint detection and response, and vulnerability management.

Available as a standalone device security solution and as part of Microsoft 365
Business Premium.

Defender for Business server add-on is now available.

Supports multi-customer viewing of security incidents with **Microsoft 365 Lighthouse** for partners.

Customer size	< 300 seats	> 300 seats	
Device security capabilities\SKU	Microsoft Defender for Business	Microsoft Defender for Endpoint Plan 1	Microsoft Defender for Endpoint Plan 2
Centralized management			
Simplified firewall and antivirus configuration for Windows			
Vulnerability Management			
Attack surface reduction			
Next generation protection			
Endpoint detection and response	□1		
Automatic Attack Disruption	□1		
Automated investigation and remediation	□1		
Monthly Security Summary Reporting	□1		
Threat hunting and 6-months data retention			
Threat analytics	□1		
Cross-platform support for Windows, MacOS, iOS, and Android clients			
Windows server and Linux server	Microsoft Defender for Business servers add-on	\Box^2	□2
Microsoft Threat Experts			
Streaming APIs	□1		
Partner APIs			
Microsoft 365 Lighthouse for multi-tenant management			

¹ Optimized for SMB. ² Requires server add-on. See <u>Documentation</u> for detail.

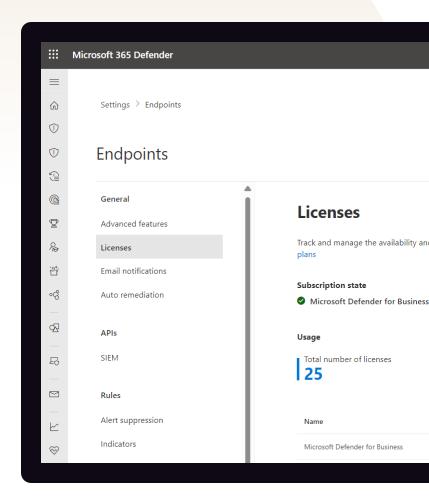
Mixed licensing with Defender for Endpoint Plan 1, Plan 2, and Business

What happens if Microsoft Defender for Endpoint (MDE) P1/P2 exists in the same tenant as Defender for Business?

- If a tenant has both, all users and devices will receive the Defender for Business experience
- If you want MDE P1 experience, raise a support request to have the experience switched
- > If you want MDE P2 experience, 100% of users must be licensed for MDE P2 then raise a support request to have the experience switched

Learn more:







Security Copilot

Protect at the speed and scale of Al

three minutes used to take at least a few hours"

Security Copilot customer



Enable response in minutes, not hours



Simplify the complex with natural language prompts and easy reporting



Catch what others miss with deeper understanding of your enterprise



Strengthen team expertise with cyber skills and promptbooks

Outsmart and outpace adversaries

Security Copilot and Defender for Endpoint





Prevent breaches with dynamic threat insights

- Discover key threats for your specific risk profile
- Find and eliminate critical exposures
- Understand your adversaries and how to defend against them
- Get answers for a wide-range of threat intelligence requirements



Identify and prioritize with built-in context

- Triage quickly with incident summaries written in plain language
- Understand attack story mapped to MITRE ATT&CK Framework
- Surface device-level incident details including data from Intune



Accelerate full resolution for every incident

- Determine best course of action for investigation and remediation
- Build operational consistency and efficacy with guided response
- Easily take the next step with prescriptive actions at the press of a button
- Quickly create and share an executive-level summary report

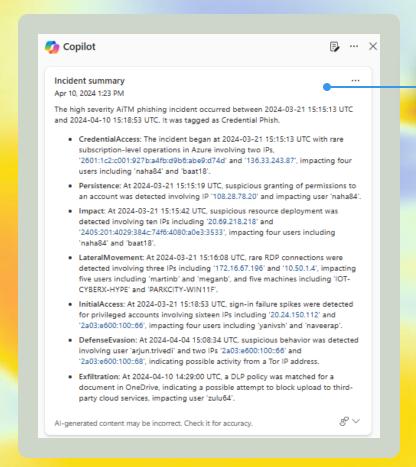


Elevate analysts with intelligent assistance

- Uplevel analyst productivity with suggested, tailored prompts
- Translate natural language to Kusto Query Language (KQL)
- Analyze malicious scripts
- Investigate suspicious files

Identify and prioritize with built-in context

- Incident summaries allow analysts to start an investigation with a clear story of the attack, shorteningx triage time
- Uncover the adversary's attack methodology with MITRE ATT&CK framework mapping
- Stay ahead of malicious actors and campaigns relevant to your organization with insight from Defender's rich threat intelligence library

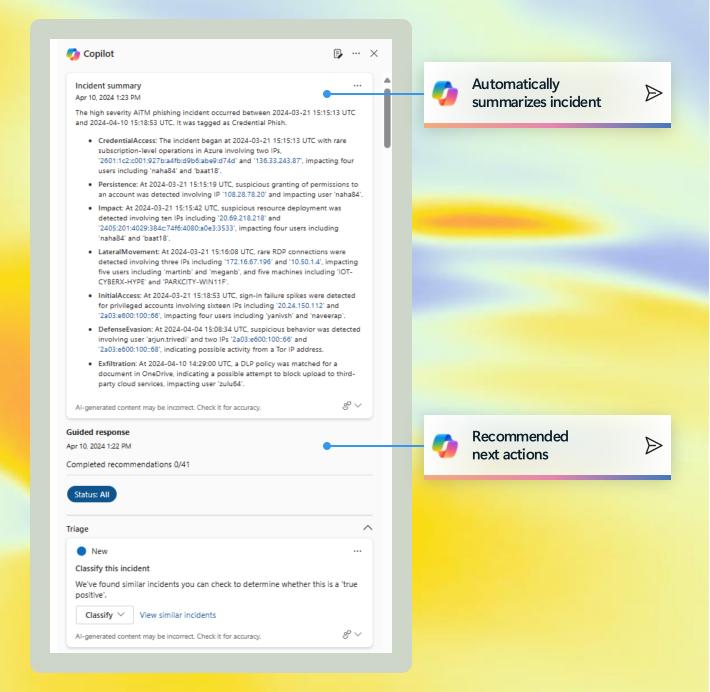


Automatically

summarizes incident

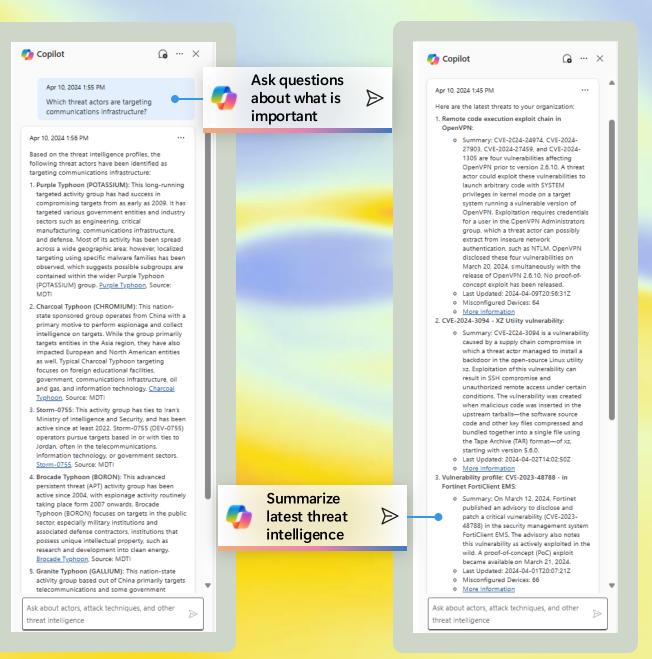
Accelerate full resolution for every incident

- Accelerate investigation, containment, and remediate steps with step-bystep guided response to maximize efficiency
- Easily take the next step with prescriptive actions at the press of a button
- Quickly create ready-to-share incident reports that capture all analyst activities related to the incident, letting analysts focus on priorities
- Contact impacted employees with pre-generate messages



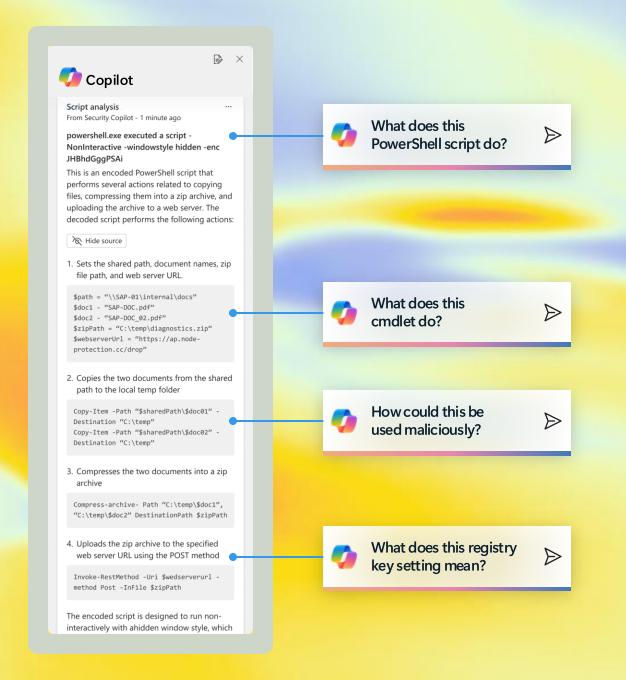
Prevent breaches with dynamic threat insights

- Quickly triage incidents and understand threats within the context of your risk profile with insight from Microsoft Defender Threat Intelligence
- Improve your security posture by prioritizing and managing external exposures
- Receive answers via natural language to meet a wide-ranging set of Priority Intelligence Requirements



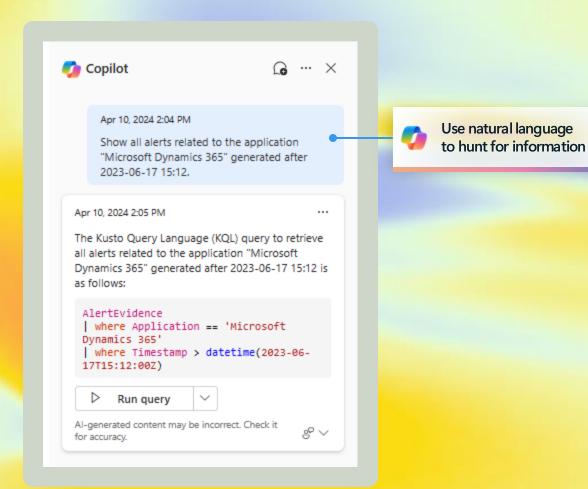
Elevate analysts with intelligent assistance

- Translate complex command line scripts into easy-to-understand explanation of the actions taken by the attacker
- Analyze suspicious files to quickly understand what file is commanding
- Eliminate the need to manually reverse engineer malware and empower every analyst to easily understand the actions executed by attackers
- Launch complex KQL queries by simply asking specifying your search in natural language terms



Natural Language Query Assistant

- Generate KQL queries to hunt in your environment using natural language
- Filter through data with guided recommendations
- Easily take next steps



Early adopters are seeing improved analyst accuracy and speed



Source: Microsoft Security Copilot randomized controlled trial conducted by Microsoft Office of the Chief Economist, January 2024.

Microsoft Defender XDR

Robust, native, and correlated protection across endpoints, identities, cloud apps, and email to help halt evolving threats

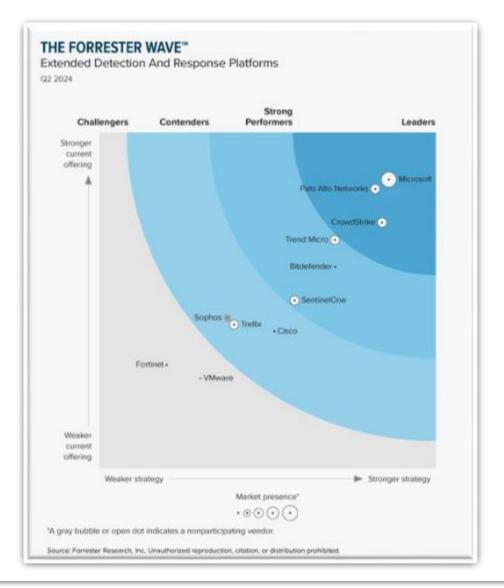
There is a deep divide in the XDR market between those far along the path and those just starting to deliver on the vision of XDR."

Source: The Forrester New Wave*: Extended Detection And Response (XDR) Providers, Q2 2024, Forrester Research, Inc., 2024

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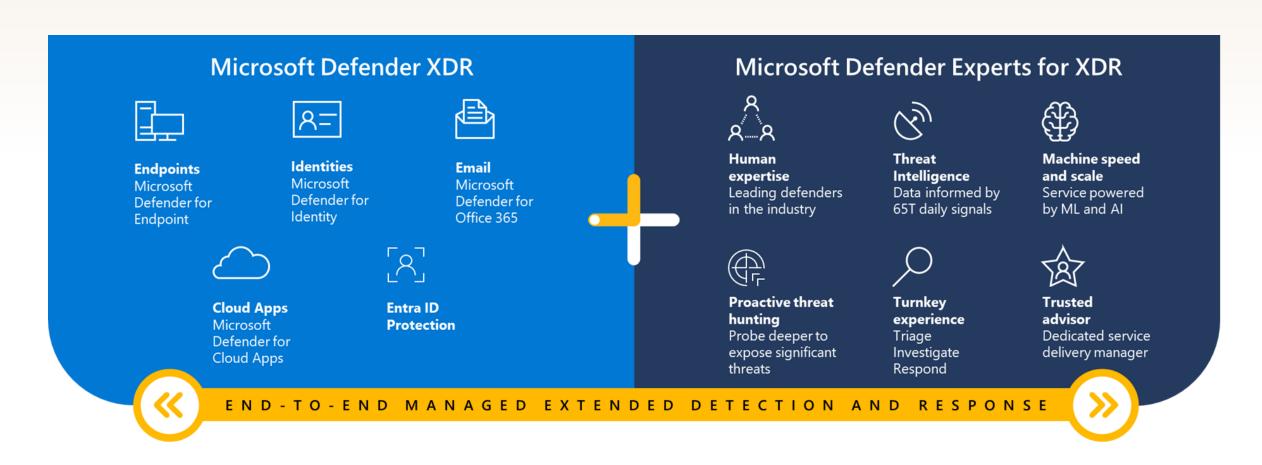
THE FORRESTER NEW WAVE™

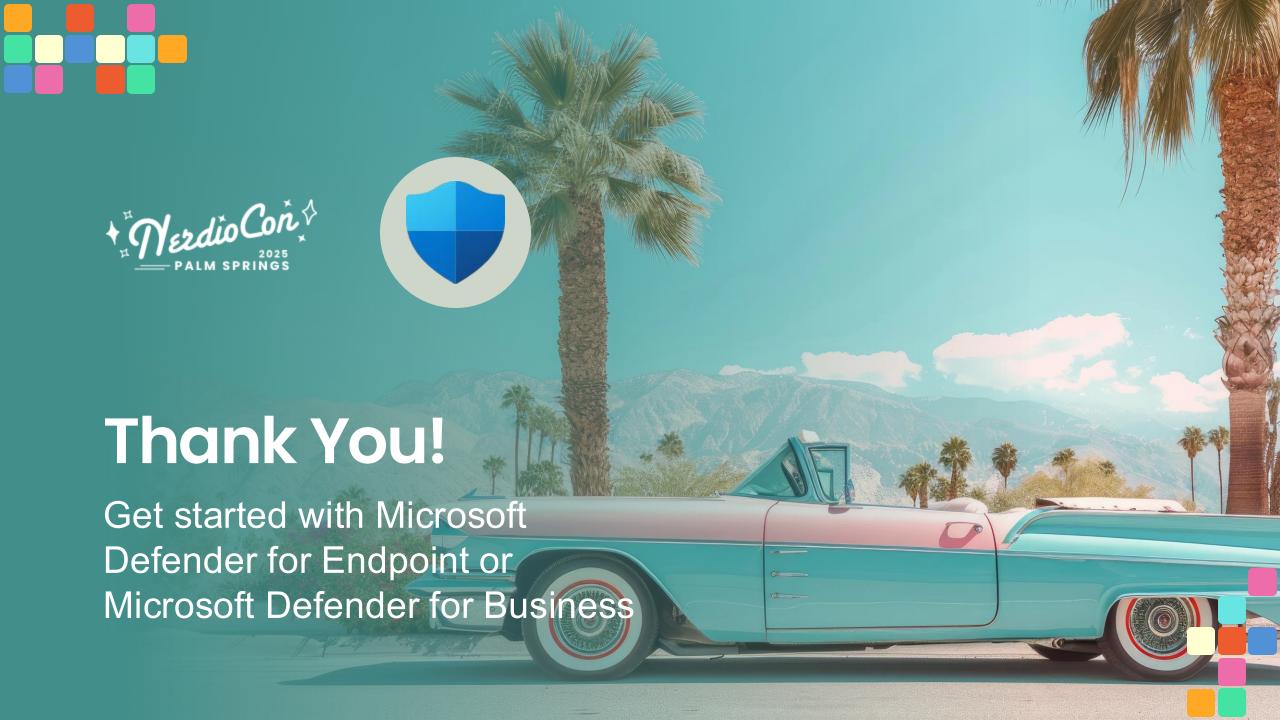
Extended Detection and Response (XDR) Providers 02 2024



Defender Experts for XDR

A true MXDR solution that delivers comprehensive detection and response for customers using industry-leading Defender workloads







Thank you!





Detailed product comparison

Capabilities	Microsoft Defender for Business	Microsoft Defender for Endpoint Plan 1	Microsoft Defender for Endpoint Plan 2
Vulnerability management			
Microsoft secure score	×		
Vulnerability management (visibility into software and vulnerabilities)	×		×
Vulnerability remediation based on Intune integration			
Attack surface reduction			
Advanced vulnerability and zero-day exploit mitigations	×		
Attack surface reduction rules			
Application control	×		
Network firewall	×		
Device control (e.g.: USB)	×		
Network protection	×		
Device-based Conditional Access	×		
Web control / category-based URL blocking	×		
Ransomware mitigation	×		
Next generation protection			
Advanced cloud protection (deep inspection and detonation) BAFS	×		
Monitoring, analytics and reporting for Next Generation Protection capabilities	×		
Endpoint detection and response			
Automatic attack disruption	×		
Behavioral-based detection (post-breach)			
Rich investigation tools			
Custom detections			
6-month searchable data per endpoint			
Advanced hunting			
Evaluation lab			
Manual response actions (run AV scan, machine isolation, file stop and quarantine)		×	M
Live response			⊠

Detailed product comparison

Capabilities	Microsoft Defender for Business	Microsoft Defender for Endpoint Plan 1	Microsoft Defender for Endpoint Plan 2
Automatic investigation and remediation			
Microsoft default investigation and response playbooks			×
Customized investigation and response playbooks			×
Centralized management			
Role-based access control			⊠
Simplified client configuration			
Reporting			×
APIs for customers			
SIEM connector		×	×
API's (response, Data collection)		×	×
Partner applications		×	×
Threat intelligence			
Threat analytics			⊠
Custom threat intelligence			⊠
Sandbox			×
Third-party threat intelligence connector			×
Partner support			
APIs (for partners)			⊠
RMM integration			
MDR integration			
MSP support (multi-tenant API, multi-tenant authentication)			
Microsoft Threat Experts			
Targeted attack notification			×
Collaborate with Experts, on demand			×
Platform support			
Windows		×	×
MacOS		×	×
Mobile (Android, iOS)			



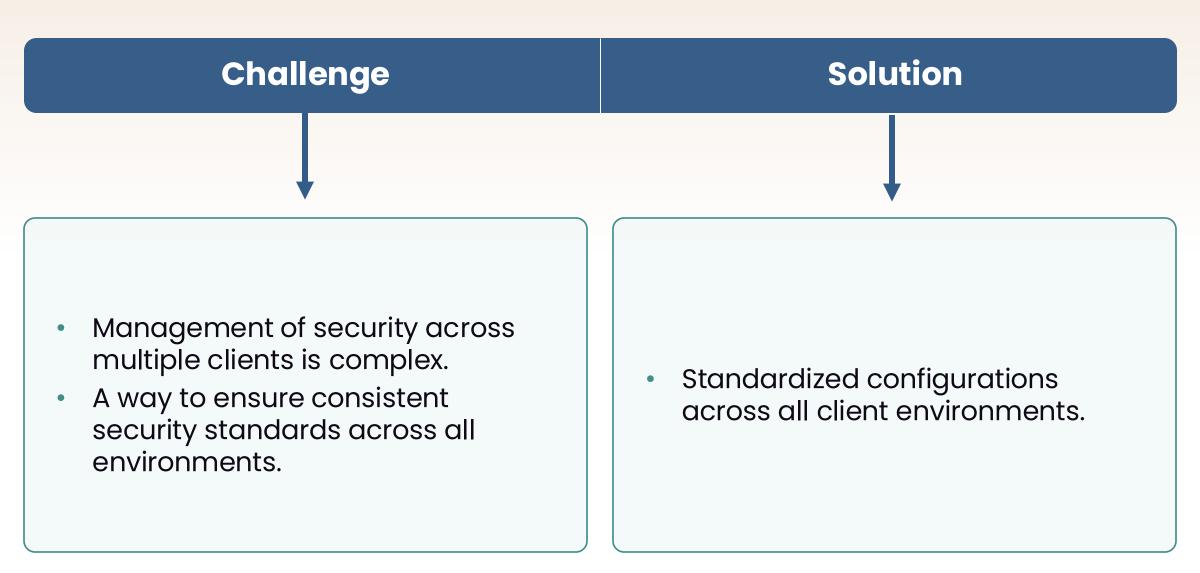
Policy-Driven Cybersecurity

- Centralized Security Management
- Automated Threat Protection
- Customizable Security Baselines
- Multi-Tenant Monitoring & Reporting
- Seamless Integration with Intune
- Configuration and Drift Management





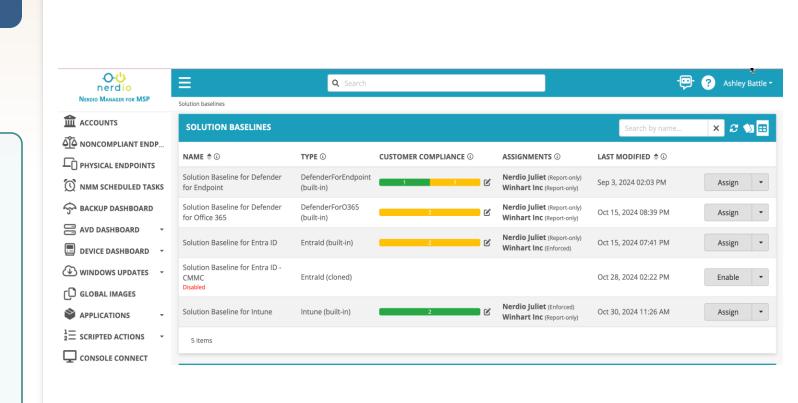
Tenant Solution Baselines



Tenant Solution Baselines

Outcome

- Enforce consistent management across environments and simplify operations.
- Ensure configurations are evenly applied.
- Minimize misconfigurations.





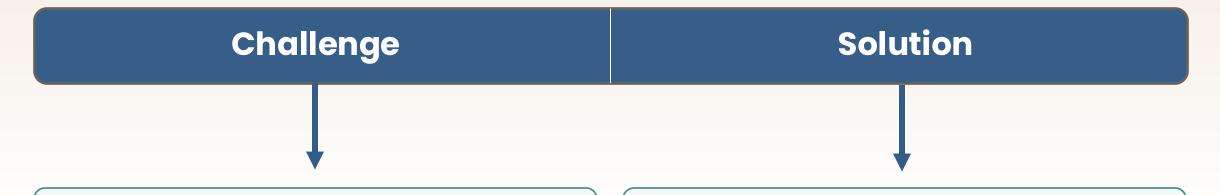
Walkthrough

View and configure Solution Baselines in Nerdio Manager for MSP





Configuration Drift Management



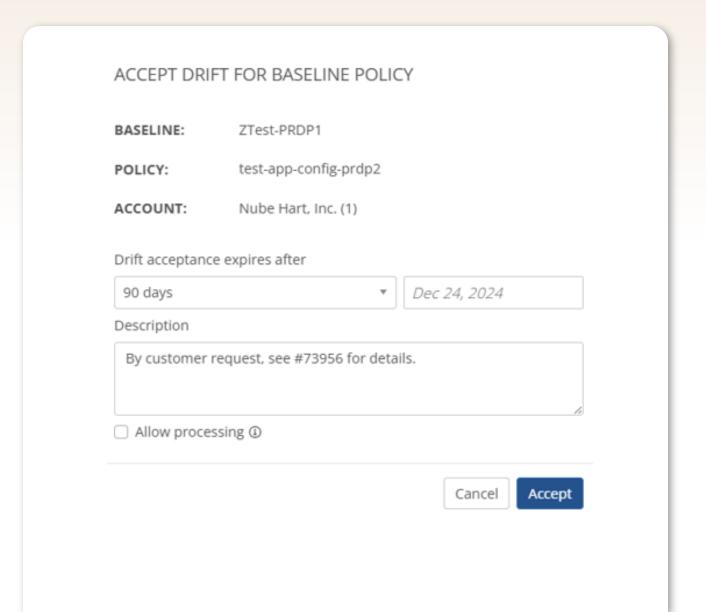
- Inconsistent configurations create security gaps and noncompliance with standards.
- Tracking and correcting discrepancies manually is timeconsuming and inefficient.

 The ability to monitor and correct discrepancies from defined configurations to maintain consistency across environments.

Configuration Drift Management

Outcome

- Consistent configurations improve security and help meet compliance standards.
- Automation saves time and effort, fostering client confidence through reliable management.



Tracking Issues and Taking Action

Challenge Solution

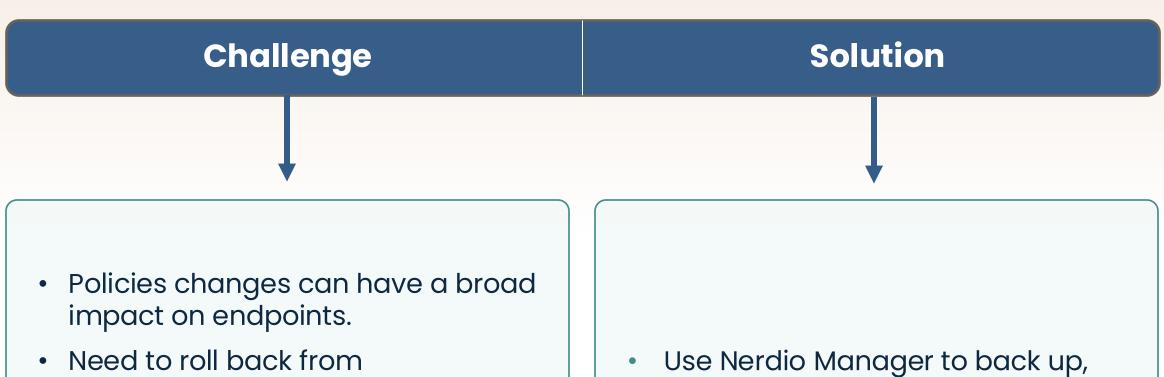
- Ensuring endpoints remain aligned with policy baselines to prevent security risks.
- Continuously monitoring and enforcing compliance across all endpoints.
- Identifying and remediating configuration drift when endpoints deviate from compliance standards.

 Use Nerdio Manager to track configuration drift, review device compliance, and view antivirus status.





Intune Policies Recovery Services



 Track policy changes over time can help with troubleshooting.

misconfigurations.

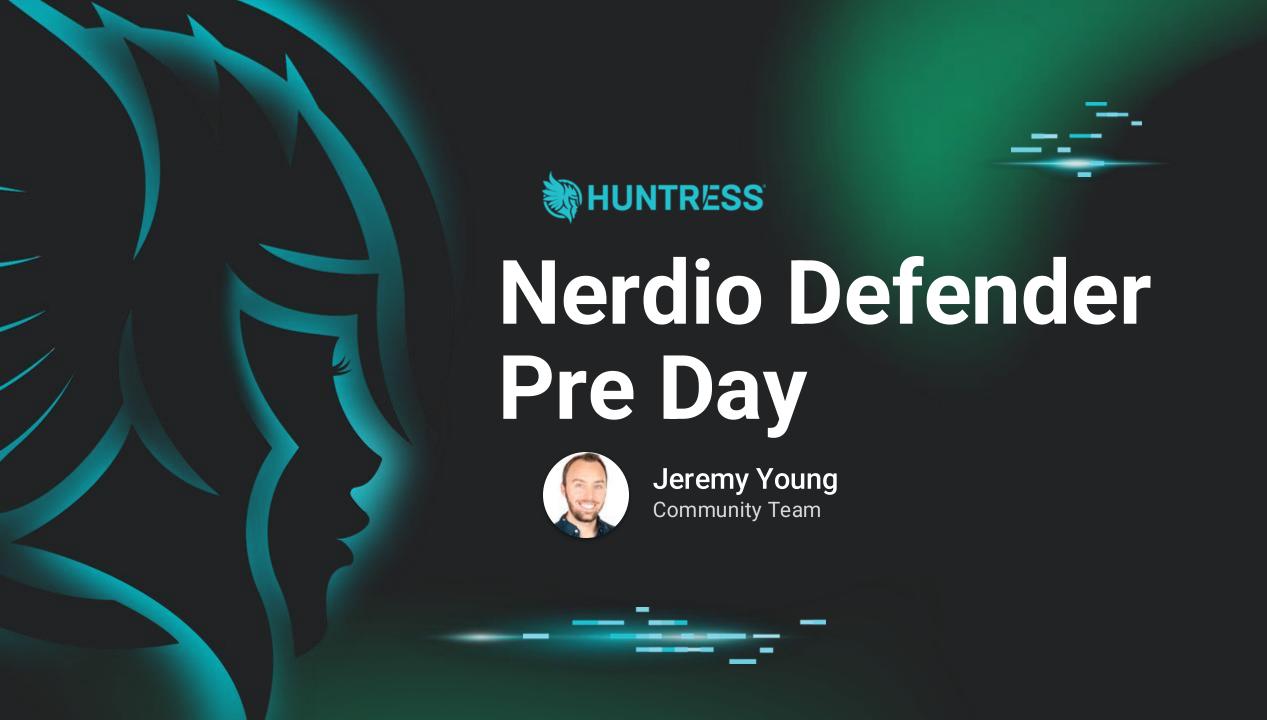
 Use Nerdio Manager to back up, compare and roll back policies.





Walkthrough:
Back up and
compare policies
in NME







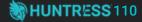
Duo - 2017 - Helped Build the Duo MSP Program

Huntress - 2019 - Early Employee to Help Scale

Jeremy Young

Community Growth Strategist jeremy@huntress.com

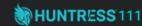
-- Cell: 512-986-9983



Huntress All-Hands December 2019

We all fit in one room







Duo - 2017 - Helped Build the Duo MSP Program

Huntress - 2019 - Early Employee to Help Scale

Jeremy Young

Community Growth Strategist jeremy@huntress.com

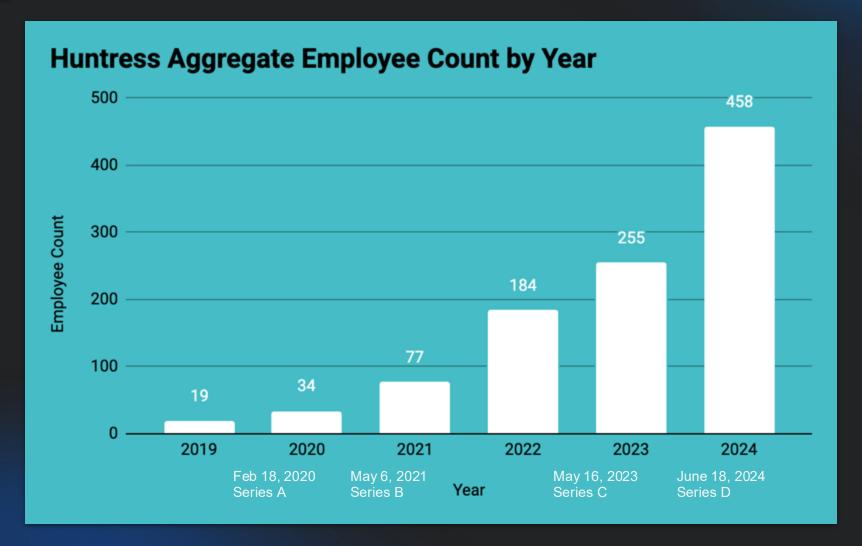
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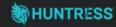
Blumira - 2021 - Built MSP Business from Scratch

Huntress - 2025 - Rejoined Huntress to grow the Community and align **Purpose** with **Passion**

New Year, New Huntress

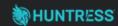
Every. Single. Year.





Huntress & Microsoft Defender

- Leverage free Microsoft NGAV via Huntress
- Or Leverage Paid Microsoft Defender (MDE)
- Use Nerdio to push policy on MDE
- Defender not required but better together



Huntress manages your Microsoft EDR



Increase the value of your Microsoft Licensing

Huntress manages Microsoft Defender for Endpoint/Business (included but optional)

Adding SOC expertise to Microsoft Detections, minimizing noise and highlighting what's important



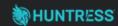
Better together-More detections, less places to hide

The power of two world class EDR tools working together to minimize the places for Threat Actors to hide-maximum effectiveness for your Endpoint protection









We've built our solutions specifically for organizations like yours.

100 K+ Organizations secured

3m+ Endpoints protected

1.5m+ Identities protected

6 + Partners and customers

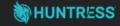




Huntress Managed EDR

Endpoint protection





Endpoint security is broken



Overcomplicated

Difficult to manage and even harder to action



Requires hard-to-find experts to get full value



Overwhelming

Provide more noise than signals



Often leads to alert fatigue and hours wasted

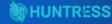


Overpriced

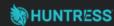
Cost prohibitive for most organizations



Forces you to make difficult security choices



MDR to the Rescue!



The most common option?

Hire a low-value MDR provider

Little value add, lots of added work

Regurgitate alerts back to you with little context, lots of false positives

Often rely on someone else's EDR technology

Built to capture dollars, not threats

Unresponsive and uncaring

Often will alert you after you find the problem yourself (if they alert you at all)

Will only get worse over time

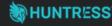
Focused on cutting costs, not scaling quality

Lack investment in detection engineering, threat research, product R&D, and analyst training

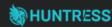


Or do it yourself

The cost, time, and expertise needed makes this a non-starter for most organizations



Something had to change



A better approach to EDR



Fully managed

Fortified by our 24/7 humanled SOC

Expertise included, not required



Headache free

Less than 1% false positives

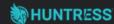
The perfect marriage of technology and service



Outcome obsessed

Affordably priced without compromising quality

Unwavering commitment to customer satisfaction



The Huntress impact

66

I sleep better when my clients are being protected with Huntress.

99

Dylan SauceCIO, Innovative Communication Systems

66

It is amazing, as you start deploying it finds things that everything else missed. Then you have them auto remediated!

Dick Borelli

Owner, Newnan Computers

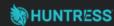
66

When Huntress calls we answer because we know that's the call that matters.

99

Edward Griffin

Partner, Intelligent Technical Solutions









Results

G

FALL

Small Business FALL 2024

2024

I couldn't do what I do without Huntress.

★★★★★ March 21,2023



Huntress is one of our most valuable partners.

*** March 07,2023



Leader

FALL

2024



Best Relationship

FALL

2024



Best Usability

FALL

2024



Easiest To Use

Mid-Market

FALL 2024

G High Performer

Mid-Market

FALL 2024 G

Most **Implementable**

Small Business

FALL 2024

Great product, even better support.

*** May 02, 2022

Huntress, the company that has your back.

★★★★ Dec 01, 2022



Mid-Market

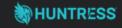
FALL

G Easiest Setup

FALL 2027

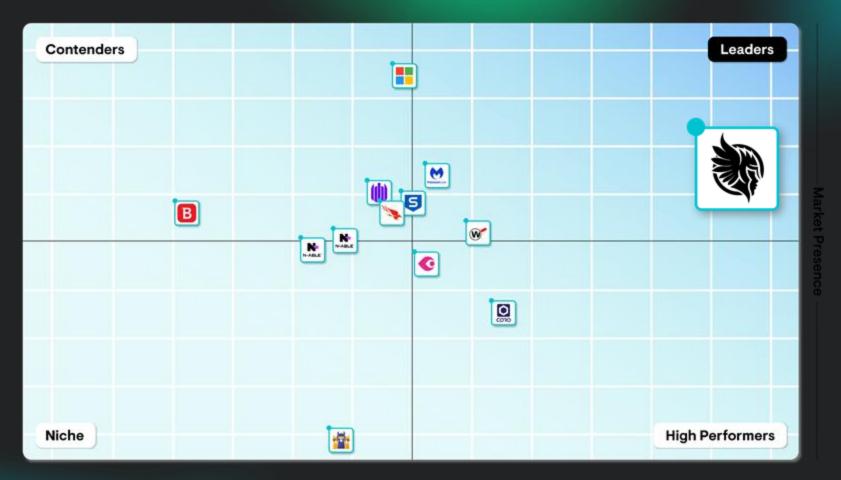


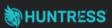
Small Business FALL



Not just another security vendor

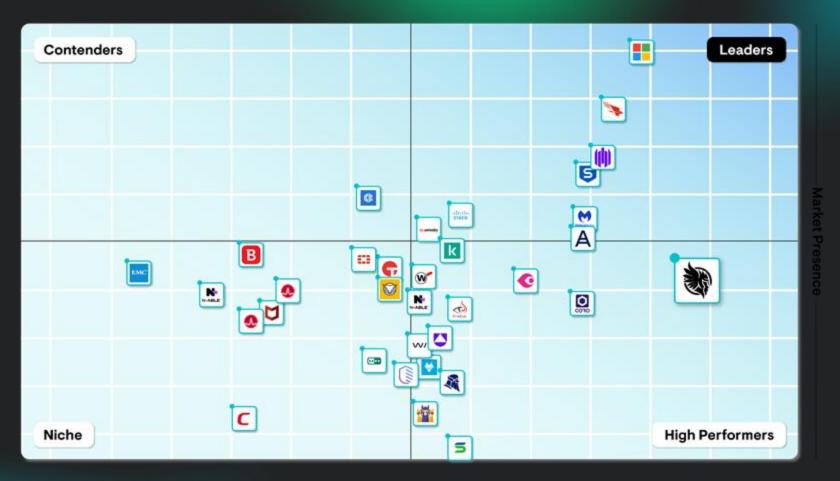
We're THE security solution

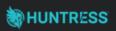




Not just another security vendor

We're THE security solution



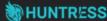


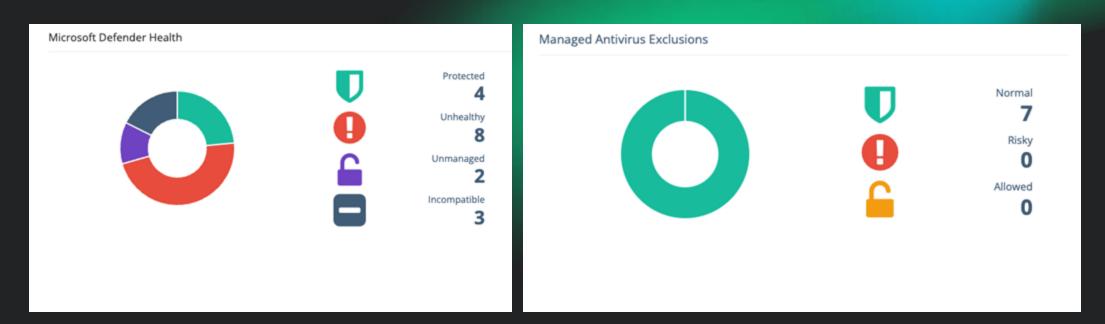
Huntress Managed EDR

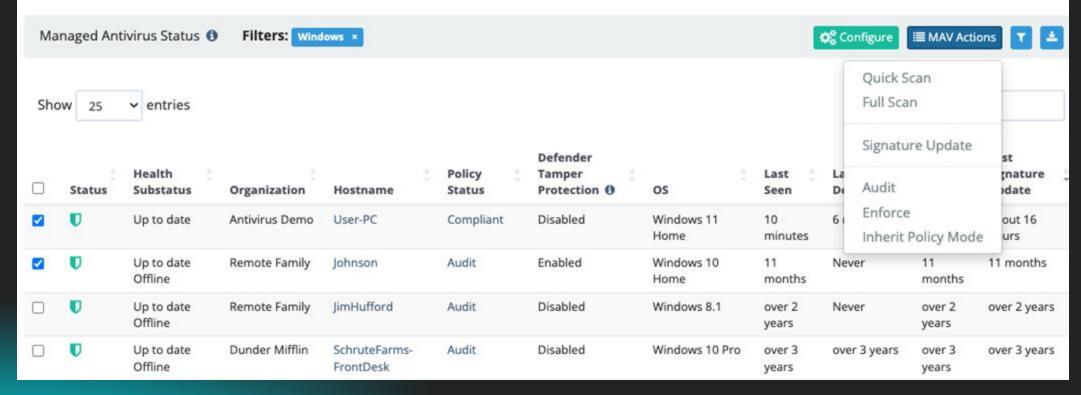


Huntress 24/7 Human-Led SOC









Our Managed EDR agent is easy to deploy

Lightweight

< 1%

<1% of CPU and 20MB of RAM

Fast

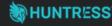
<20

Installs in <20 minutes

Silent

0

Zero User Disruption



The Huntress Security Operations Center (SOC)

When the threats get real, you need real humans on your side



The human advantage

24x7 team of peer-reviewed, media-recognized, battle-tested experts, not Al bots.



Way beyond the basics

We don't just forward alerts or say we found "something." We provide validated incident reports, live expert support, and remediate for you.



Smarter people, smarter technology

Guided by our in-house experts, our technology is built for our SOC, not the other way around.

A full SOC on your side

- Over 100 security analysts, threat hunters, detection engineers, researchers, SOC support, and threat intelligence experts
- Live phone, chat, and email support from native English speakers
- In-depth analysis, root cause investigations, active remediation, and tactical response
- Our follow-the-sun approach and positive culture means you don't have to deal with sleep-deprived, burned out analysts



Huntress 24/7 Human-Led SOC



Cut out false positives. Focus on real threats.

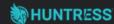


Huntress screens out 95% of initial findings as noise and false positives, alerting security teams only to the 5% that are validated threats.

Critical & high severity detections

Huntress Managed EDR 2023 incident reports by detection source





Pinpoint the dangerous needles in the haystack. And eliminate them.



Huntress pinpoints the **0.3% of the findings** that are critically severe, enabling swift action against the most imminent threats.

Human-led investigations



Alert Triage



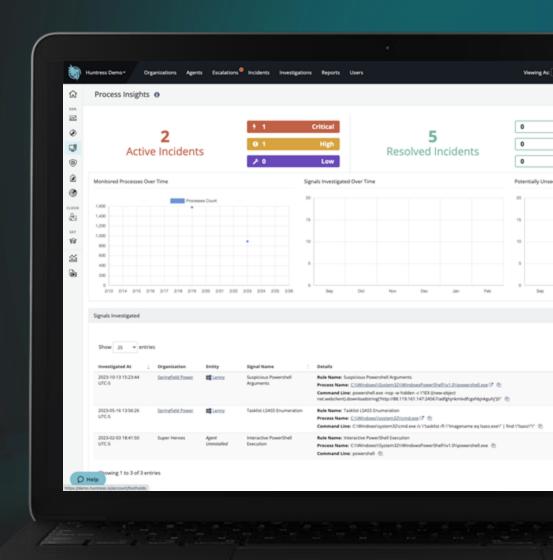
Incident Investigation



Threat Hunting

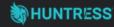


Evolving protection





Expert analysis results in a 0.7% false positive rate



Huntress managed EDR response



Threat Containment Quickly stop the spread

- Immediate host isolation
- Notification via email, phone, ticketing systems



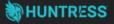
Active Remediation Eliminate the threat

- Huntress automatically takes action or click-to-approve
- Remediate file, registry key, service, task, kill process, reboot, and more



Guided Cleanup & RecoveryReturn to normal

- Step-by-step guidance
- Hardening recommendations
- Chat, email, and phone support



Never miss an alert; know how to respond



Customized Incident Reports



Easy-to-Follow Recommended Next Steps



PSA Integrations

Autotask, ConnectWise, HaloPSA, Synchro, BMS by Kaseya



Multiple Communication Channel Email, automate phone call or SMS

CRITICAL - Incident on ABC-12345 (Example Customer)

Severity: [Critical

Review Remediation Plan

Huntress detected the following Malware on one of your managed hosts:

- Emotet: This banking trojan is capable of automatically propagating throughout a network and often used to install other malware.
- TrickBot: This banking trojan is capable of automatically propagating throughout a network and often used to install other malware.

Considering the high risk posed, we recommend you wipe this host and restore from backup as soon as possible. However, remediation guidance has been included below. (Note: Since Huntress only monitors footholds, there may be processes running, additional files, or other changes made to the system that Huntress does not monitor. That is why wiping the host is recommended.)

Host: ABC-12345 - https://exampleit.huntress.io/org/09876/agents/56789 Organization: Example Customer

organization: Ex

Tags: None

Security Products: SentinelOne

Remediation Instructions

- ** Because of the way Emotet/TrickBot propagates, it can spread rapidly throughout a network and often hosts that have been cleaned will be reinfected. Additional guidance on curbing the spread and remediating can be found here:
- https://support.huntress.io/article/61-remediating-emotet-trickbot

To remediate, run the following commands from an administrative command prompt (cmd.exe) and perform the actions below:

- schtasks.exe /End /TN "Combo boot monitor application5274692550"
- schtasks.exe /Delete /TN "Combo boot monitor application5274692550" /F

Thanks again for trusting Huntress and please don't hesitate to reach out to support@huntress.io if you have any questions.



Spend less time on tickets. Focus more time on business.



MSPs report handling Huntress tickets **55% faster** than non-Huntress security tickets.

Huntress replaces or complements your AV



Replace your AV with Microsoft Defender

Huntress manages Microsoft Defender (included but optional)

Huntress + Defender offers the same protection efficacy as Huntress + other AVs

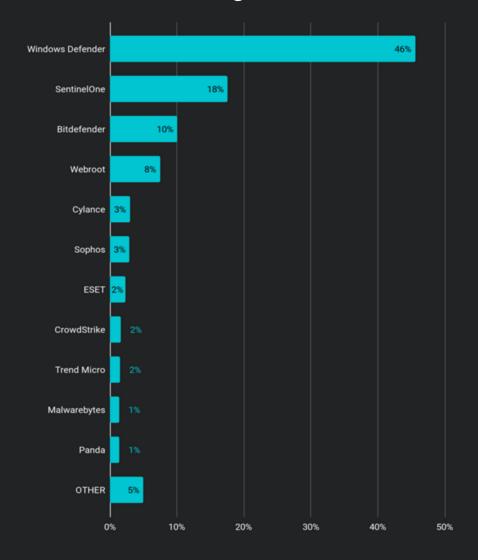


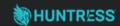
Run Huntress side-by-side with any AV

>50% of Huntress managed endpoints also utilize a non-Defender AV

Huntress consistently detects threats missed by 3rd party AV tools

Huntress agents with AV





Why Defender?

Today's Microsoft Defender

You might think Defender is hot garbage. It used to be, but that is ancient history.

2013-2016

1.5 / 6.0

Microsoft average protection score on AV-TEST

2017

5.25 / 6.0

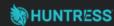
Microsoft average protection score on AV-TEST

2018-2024

5.9 / 6.0

Microsoft average protection score on AV-TEST

Microsoft has been a Gartner Leader in endpoint protection since 2019



It's hard to tell AVs apart

Why still pay for the same protection?

	Malware Protection Rate
Microsoft, Trellix	99.9%
Watchguard	99.8%
Avast, CrowdStrike, Elastic, VMware	99.7%
Cisco, Kaspersky	99.6%
G Data	99.5%
Bitdefender, ESET, VIPRE	99.4%
Cybereason	98.9%
Sophos	98.8%
К7	98.6%

AV-Comparatives

Protection Accuracy			
Product	Protection Accuracy	Protection Accuracy (%)	
ESET Endpoint Security	400	100%	
Sophos Intercept X	400	100%	
Trellix Endpoint Security	400	100%	
Kaspersky Small Office Security	399	100%	
Microsoft Defender Antivirus (enterprise)	399	100%	
Webroot SecureAnywhere Endpoint Protection	340	85%	

SE Labs - Small Business

Protection Accuracy		
Product	Protection Accuracy	Protection Accuracy (%)
ESET Endpoint Security	400	100%
Sophos Intercept X	400	100%
Trellix Endpoint Security	400	100%
Kaspersky Endpoint Security	399	100%
Microsoft Defender Antivirus (enterprise)	399	100%
Broadcom Endpoint Security Enterprise Edition	398	100%
VIPRE Endpoint Security	394	99%
CrowdStrike Falcon	393	98%
Fortinet FortiEDR	386	97%
SentinelOne Singularity	386	97%



Huntress + Defender

Layer up with the best EDRs available.

Management of Microsoft Defender for
Endpoint and Windows Defender Antivirus is
included with Huntress EDR

Figure 1: Magic Quadrant for Endpoint Protection Platforms



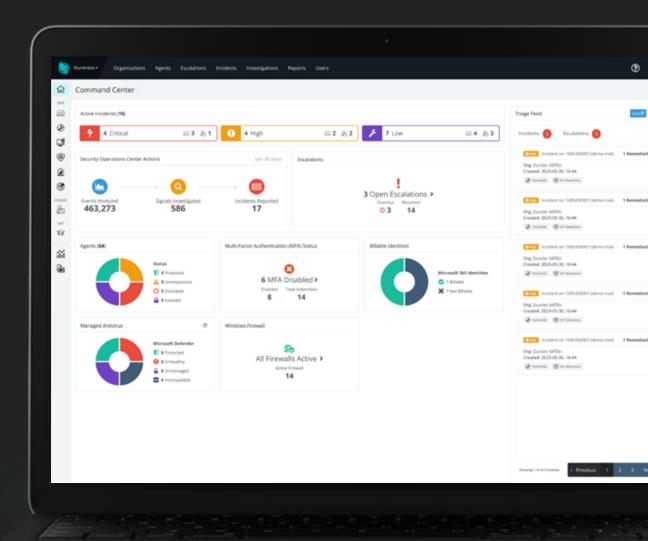
Gartner.



The easiest trial you'll ever run

- Powered by the Huntress 24x7 humanled SOC
- Uncover suspicious activity, potential exposures, and weak security practices
- Deliver detailed incident reports
- Deploy Huntress Managed EDR and MDR for Microsoft 365, opt into Security Awareness Training

Huntress.com/trial





HUNTRESS 24/7 Managed Security



Protect Your Endpoints

Managed EDR



Secure Your Identities

Managed ITDR



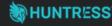
Train Your Employees

> Managed SAT



Enhance Security and Compliance

Managed SIEM



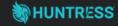


Huntress ITDR

(MDR for Microsoft 365)

An Identity Threat Detection & Response (ITDR) solution to protect against identity-related tradecraft





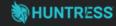
FBI declared business email compromise (BEC) the most expensive cyberattack that businesses can face, 76 times worse than ransomware. - \$4.57B vs \$59.6M



Combat Threat Actors Pivoting to Identity

Harden via Conditional Access

- Phishing Resistant MFA
- Leverage Nerdio to push policy
- Huntress ITDR



Today's Challenges

Identity threats are the new attack perimeter

Unauthorized Access

Orgs are fighting multiple battles across multiple fronts

Identity Theft & Misuse

Orgs are at a huge risk of illegal or unauthorized use of identities for fraudulent or malicious purposes

Alert Fatigue

Orgs can't keep up with the massive amount of alerts 24/7

Data Loss

Orgs are generating and storing larger volumes of data than ever before



Identity Protection: Point solutions are not enough

Multi-Factor Authentication (MFA)

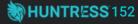
- Limited Scope
- Risk of Session Hijacking
- Risk of Credential Theft

Conditional Access Policies

- Static Rules
- Risk of Session Hijacking
- No Threat Detection

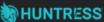
Email Spam Filters

- Focused on Email Only
- Post-Initial Access Risk
- No Threat Detection



Huntress MDR for Microsoft 365





MDR for Microsoft 365 is Identity Threat Detection



Session Hijacking

By monitoring and securing your sessions, we ensure no intruder can exploit your system.



Credential Theft

We keep your access locked down tight by continuously monitoring and protecting your identity assets to ensure that only authorized users get in



Location-based Anomalies

By detecting unusual login locations, we ensure that only authorized users have access to your data.



Shadow Workflows

We monitor and detect malicious inbox and forwarding rules, ensuring your emails stay secure and only reach their intended destination. BEC



Privilege Escalation

We detect and block unauthorized access attempts, ensuring only the right people have the keys to your kingdom.





Unprotected Microsoft 365 environment

Without Huntress



Attacker sends phishing email to Admin with a fake password reset link



Attacker uses stolen Admin credentials to log in from their TOR browser



Attacker uses Admin role to forward invoice and payment related emails



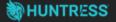
Admin "resets" their password



Attacker creates a new user account and escalates the account to an Admin role



Payments are diverted away from the company into the attacker's account



Wherever Hackers Hide. Huntress Seeks.



Managed Endpoint Detection and Response

Quickly identify and shut down attackers who break through your preventive endpoint measures.



Managed Identity Threat Detection and Response

Identify adversaries looking to exploit user identities for complex attacks.



Managed Security Information and Event Management

Find hackers hidden in the noise. Prove compliance by capturing and storing all security-related events.



Managed Security Awareness Training

Stop attackers before they gain an initial foothold. Turn employees into your first line of defense.

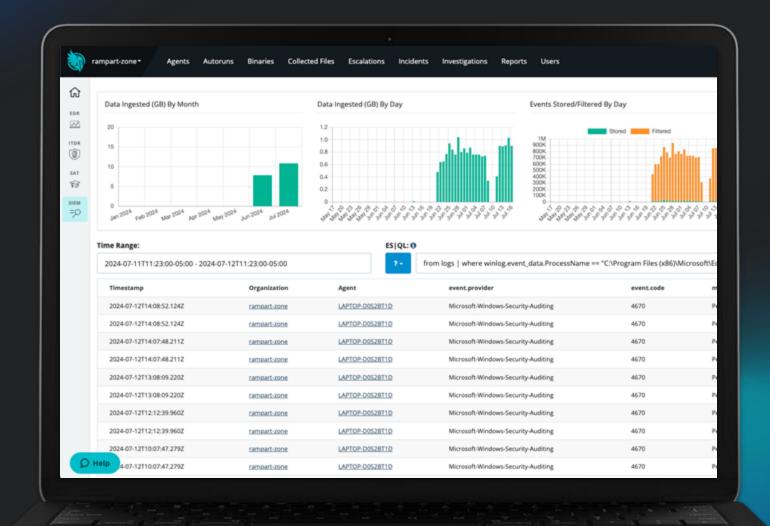


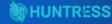
	Huntress	Other Providers
Years of Delivery	9 Years	Few unproven
Fully Managed	, i	Requires add-on
24/7/365 Monitoring	· ·	Requires add-on
Environment Coverage	Multi-la yer	Single layer
Technology	Native, fully owned	No ownership, integrated
Deployment	Minutes	Weeks → Months
Subscription Model	Simple, all-in-one solution	Confusing and costly tiering
Cost	\$	\$\$\$\$
Time to ROI	Weeks	Months → Years



Compliance & Data Storage

- One Year Log Retention
- Fully Encrypted Log Data
- 30 Days Hot Storage
- Secure Data Capture At-Rest
- Intuitive User-Friendly Portal
- Compliance Mapping





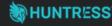
Yes. Using the **Huntress Platform** Helps your clients achieve CMMC L2.



New CMMC Hotness:

Huntress "Sensitive Data Mode" enabled deployment in CMMC Environments (Early Access)

Huntress's Sensitive Data Mode delivers security while supporting customers' CMMC compliance by Blocking SOC Access to Potential CUI Files



Huntress pricing USD

Per agent / month

Managed EDR

Per user / month

Managed ITDR

Per learner / month

Managed SAT

Per source / month

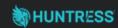
Managed SIEM

12-month Cont	ract Minimum
50 Agents	\$7.00
100 Agents	\$6.00
250 Agents	\$5.00
500 Agents	\$4.70
1,000 Agents	\$4.40
2,500 Agents	\$3.90
5,000 Agents	\$3.60
10,000 Agents	\$3.30

12-month Contract	
50 Users	\$4.00
100 Users	\$3.00
250 Users	\$2.80
500 Users	\$2.60
1,000 Users	\$2.40
2,500 Users	\$2.20
5,000 Users	\$2.10
10,000 Users	\$2.00

12-month Contract Minimum		
50 Learners	\$2.08	
100 Learners	\$1.75	
250 Learners	\$1.50	
500 Learners	\$1.38	
1,000 Learners	\$1.25	
2,500 Learners	\$1.13	
5,000 Learners	\$1.06	
10,000 Learners	\$0.94	

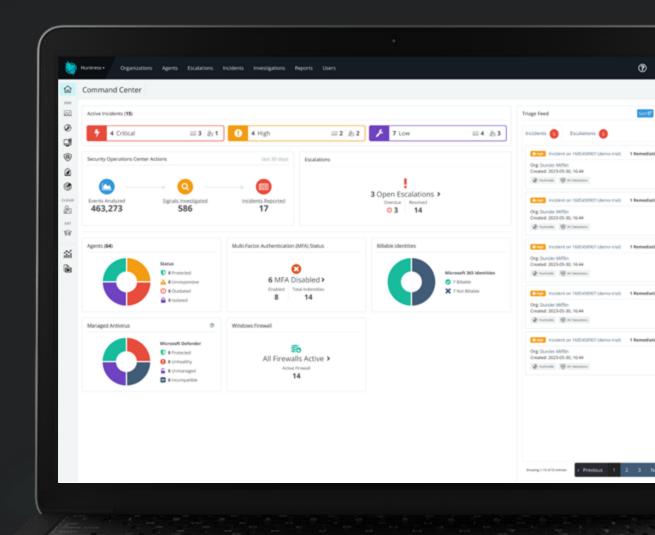
12-month Contract M	
50 Data Sources	\$4.00
100 Data Sources	\$3.50
250 Data Sources	\$2.80
500 Data Sources	\$2.70
1,000 Data Sources	\$2.60
2,500 Data Sources	\$2.50
5,000 Data Sources	\$2.40
10,000 Data	\$2.30
Sources	Ψ 2 .30



The easiest trial you'll ever run

- Detect session & credential theft
- Uncover session hijacking, credential theft, unusual inbox activity, and signs of privilege escalation
- Receive detailed incident reports
- Deploy MDR for Microsoft 365 and Huntress Managed EDR

Take a test drive today!





Huntress is Free for Internal Use for MSPs

Free NFR licenses in our Neighborhood Watch Program:

- Managed EDR
- Managed ITDR
- Managed SAT
- Managed SIEM





Test time!

- Scan the QR code to the right or open the short link in a browser.
- Complete the exam.
- Once you've passed the exam, bring a screenshot of your completed score to the registration desk to claim your certificate.

Good luck!

https://nerdio.co/Nerdio_PreCon_Defender

