



Trellix

Accelerated Security

Trellix MDR Services

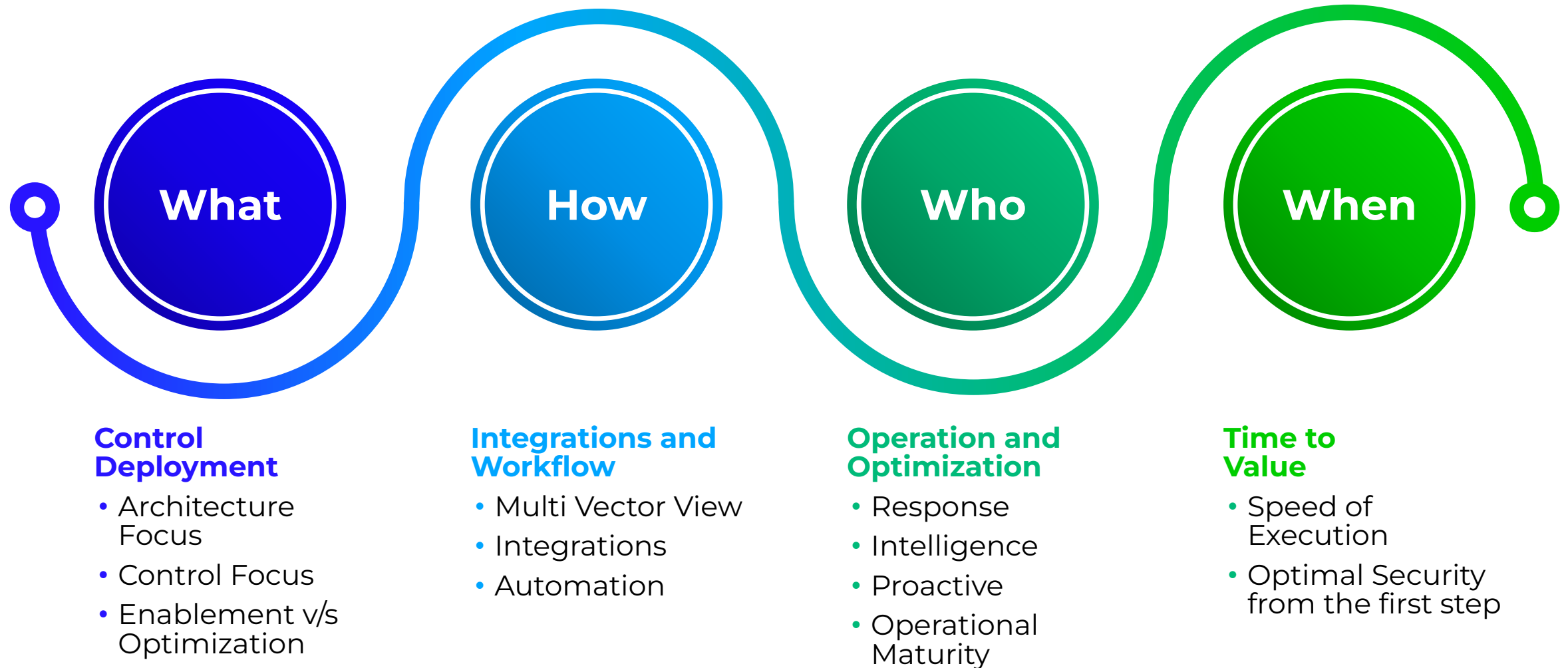
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VP, Professional Services & Customer Success



Services Landscape Evolution

Changing landscape of customer requirements



Setting Up a Functional SOC

Resourcing is the most critical part of this equation

26M

Time taken to
setup a SOC

6M

Average
Recruitment Time
in EMEA

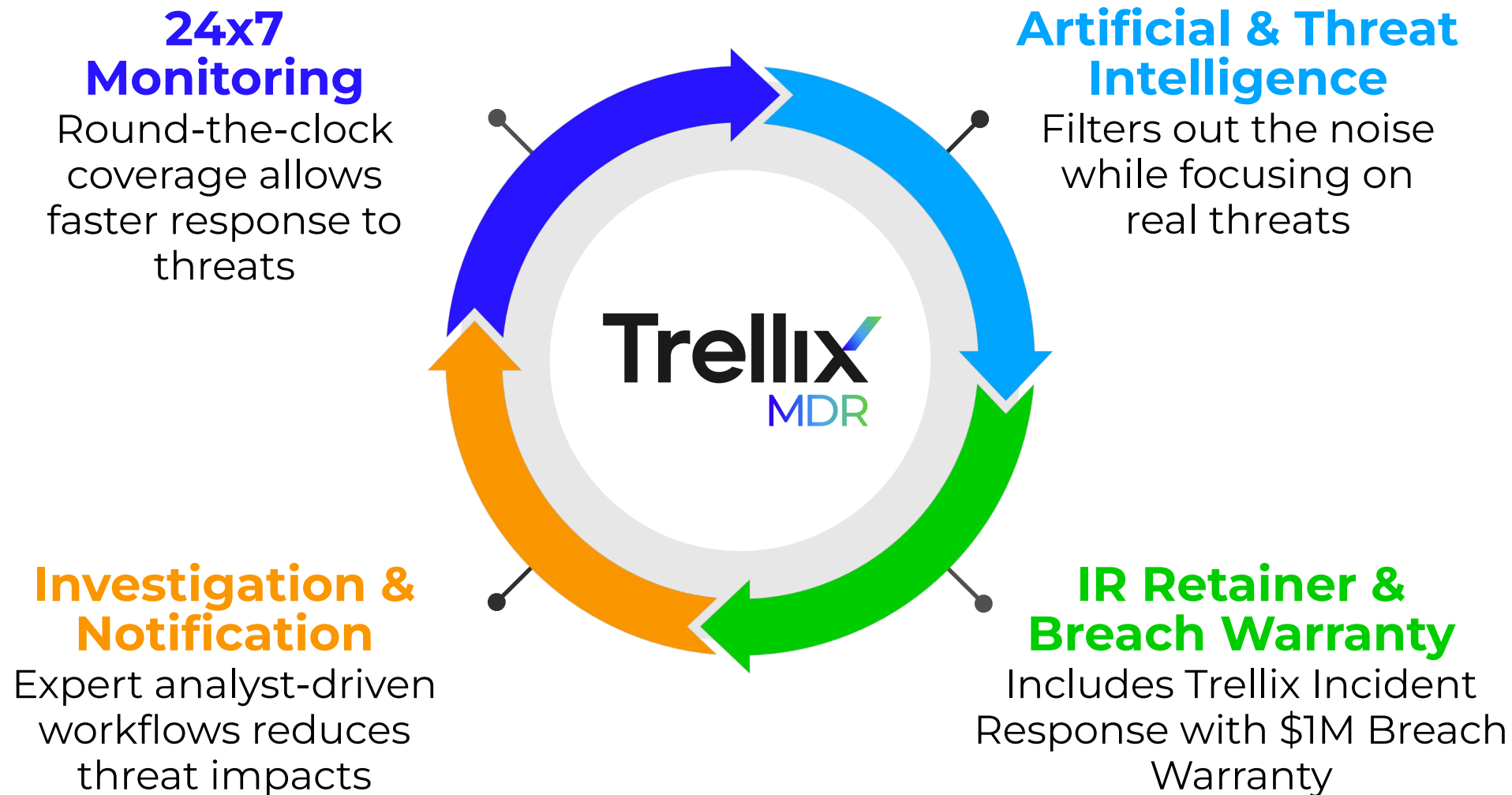
6M

Basic compliant
SOC

18M

Mature SOC with
Response and IR
capabilities.

Trellix MDR



Trellix \$1M Breach Warranty

Overview

Financial Protection

- The breach warranty covers up to \$1M in breach-related expenses, providing significant peace of mind.

Rapid Threat Triage

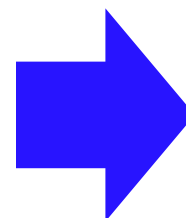
- In the event of a threat, Trellix Cyber services offer an immediate, expert-led response.

Reduced Insurance Costs:

- Through partnerships, customers receive discounted cyber insurance rates, lowering their cybersecurity spend.

Compliance Confidence:

- The structured requirements* of the breach warranty enhance a customer's security posture.



Customer

Yearly Revenue: \$50M
Employees: 253

\$38,000 - Old Cyber Premium

\$6,500 - New Premium w/ MDR

\$21,500 - Savings with MDR

**Must be running Trellix
Enterprise Endpoint
Solution**

MDR Services Roadmap

Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q4 2025	Q1 2026
ePO SaaS w/ ENS & EDR MDR management and operations for ePolicy Orchestrator SaaS with Endpoint Security and Endpoint Detection & Response	On-Prem ePO w/ ENS & EDR MDR management and operations for ePolicy Orchestrator On-Prem with Endpoint Security and Endpoint Detection & Response	EDR w/ Forensics MDR management and operations for Endpoint Detection & Response with Forensics	Managed Helix Our Managed Next-gen SIEM continuously monitors your ecosystem in real-time, enabling early detection of anomalous behavior and potential threats.	Managed ENS Endpoint defense management service runs your systems and policies for you, to ensure proper setup, configuration and recurring updates.	Managed Database Security MDR management and operations of your Trellix Database Security.

Live Now!

Security Maturity Journey



We begin by establishing a baseline of security control. This phase focuses on leveraging your existing security investments to their full potential, ensuring they are properly configured and operationalized.

The next phases builds from that foundation by automating investigative and response workflows to ensure you review every alert and respond with speed, accuracy, and context to minimize threat impacts.

The final phase shifts to a more predictive posture where we introduce continuous exposure and vulnerability capabilities to identify and proactively harden your environment before threats occur.



MDR - Customer Journey

Endpoint Defense

We'll manage your endpoint software, agent updates and policies for you!

Managed EDR

We'll manage your alerts and endpoint response actions for you!
Includes Endpoint Defense too!

Managed Next-Gen SIEM

We'll investigate all of your alerts and provide guidance & response!

Foundational Control

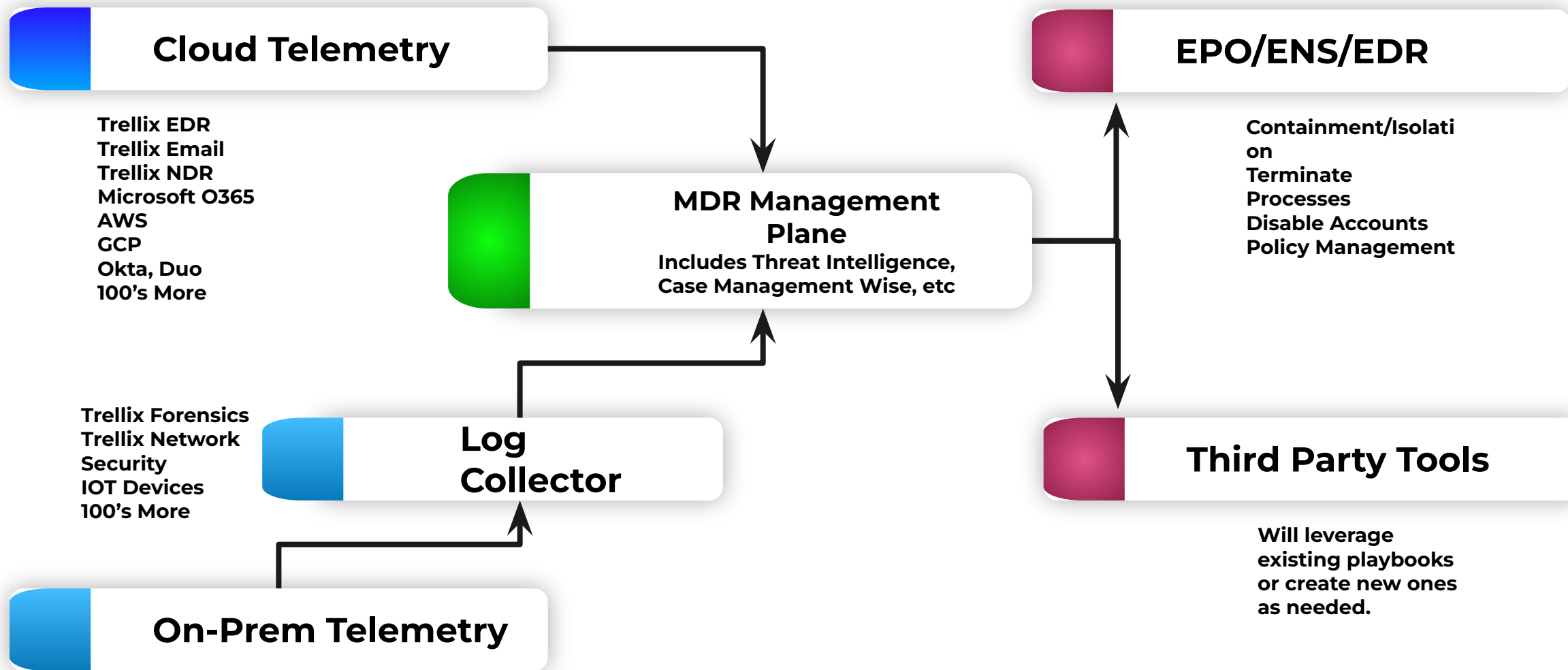
Automated Response

Proactive Defense

Feature Comparison

Feature	Endpoint Defense Management (EDM)	Managed Detection and Response (Managed EDR)	Managed Next-GEN Siem (Managed Helix)	MDR + Next-GEN Siem (Managed Helix + EDR)
Continuous Endpoint Policy Management	✓	✓		✓
Agent Health & Optimization	✓	✓		✓
Asset Classification & Hardening	✓	✓		✓
Centralized Reporting	✓	✓	✓	✓
24/7 Monitoring & Alerting		✓	✓	✓
Threat Investigation & Response		✓	✓	✓
Breach Warranty		✓	✓	✓
Event Correlation			✓	✓
3rd Party Log Source			✓	✓
3rd Party Responses			✓	✓

Workflow



Multi Tier Models

Cloud Telemetry

**MDR Management
Plane**

Includes Threat Intelligence,
Case Management Wise, etc

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On-Prem Telemetry

**Containment
Remediation**

Customer

Multi Tier Models

Cloud Telemetry

MDR Management Plane

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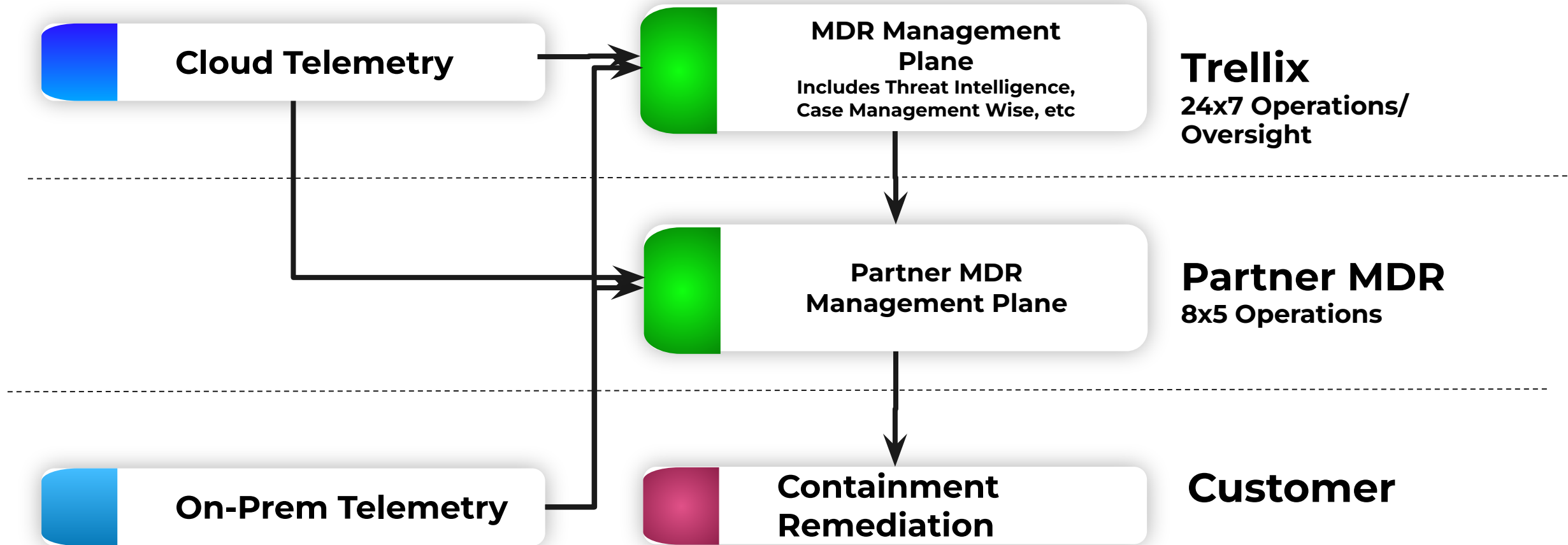
**Containment
Remediation**

Partner MDR
Powered by Trellix

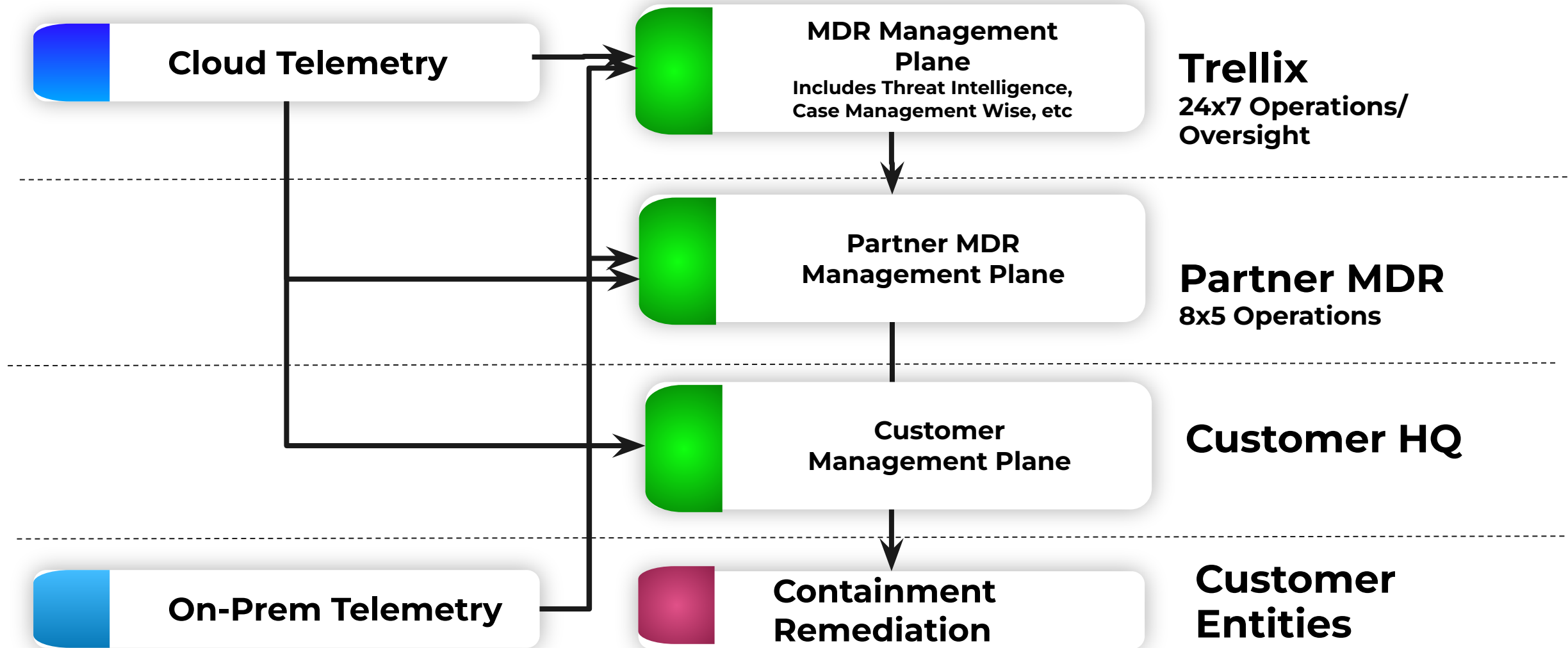
On-Prem Telemetry

Customer

Multi Tier Models



Multi Tier Models



How can we help?

1

Tag Team

Let's work together as one single team to drive the outcomes

2

Challenge Us

Let's hear your feedback and guide the MDR roadmap

3

Involved throughout the journey

Let's drive value and continuously mature the deployment through innovative solutions and services.



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