

PARTNER WEBINAR



Your Trusted Cybersecurity Team™

REIMAGINING CYBERSECURITY

Ostra Encompass™ and Ostra Extend™

Today's Presenters



Laura Riebschlager

Director,
Partner Operations



Paul Dobbins

Chief
Growth Officer



Wade Hoffman

EVP,
Channel & Strategy



Emad Bhatt

Vice President,
IT

Agenda



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Our Unique Approach

2

Winning More with Ostra

3

Explore Ostra Encompass™

4

Explore Ostra Extend™

OUR UNIQUE APPROACH

Moving Beyond Alerts

About Ostra

Origin Story

- Founded by Michael Kennedy
- A defining ransomware event changed his focus
- Founded Ostra to better protect SMBs



Our mission

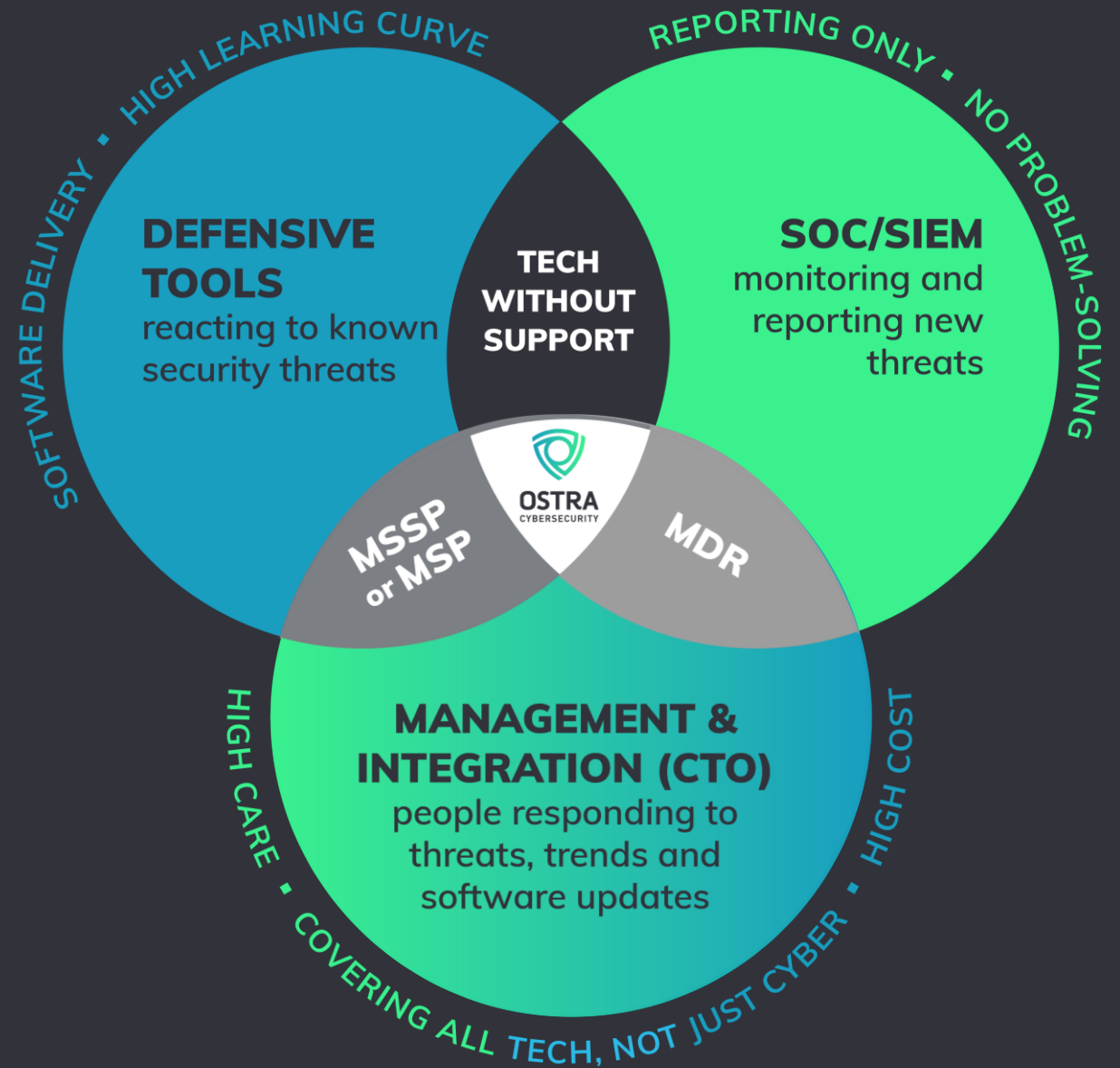
Ostra believes everyone deserves best-in-class data protection – not just big business.

We simplify cybersecurity while making fully managed, Fortune 100-caliber solutions accessible for SMBs.



Filling The Gaps

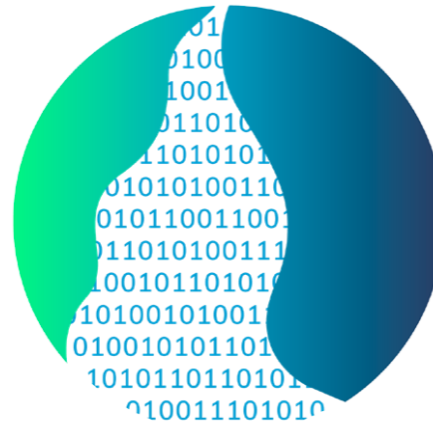
- Fortune 100-caliber protection for your clients at a fraction of the cost
- Ostra breaks down the silos to ensure your clients are safe
- Best-in-class Tools, Technology, and Talent



The Ostra Difference



MESH ARCHITECTURE
Unmatched Protection



DATA RIVER
Unmatched Threat
Intelligence



HUMAN EXPERTISE
Unmatched Resolution

WINNING MORE WITH OSTR

Mission-based, Comprehensive Cybersecurity Risk Management

Ostra Is Your Partner in Serving Your Clients

Serve an unfulfilled need for cybersecurity tools, tech and talent in the small and mid-markets.

- Ostra serves as an extension of your team
- Don't waste time piecing solutions together
- Eliminate security gaps and vulnerabilities
- Meet Security Compliance needs (HIPPA, CMMC, etc.)
- Increase profitability on recurring services

The Unique Ostra Approach to Serving Clients

- Only Ostra allows you to **meet your clients where they are** in their cybersecurity journey
- Support your clients' **technical and financial** requirements
- Holistic, multi-layered, fully managed Security as a Service utilizing **Fortune 100 tools, tech, and talent**
- Serving as a **hands-on extension** of your IT team, providing **full resolution** of security alerts



Selling Ostra Extend and Ostra Encompass

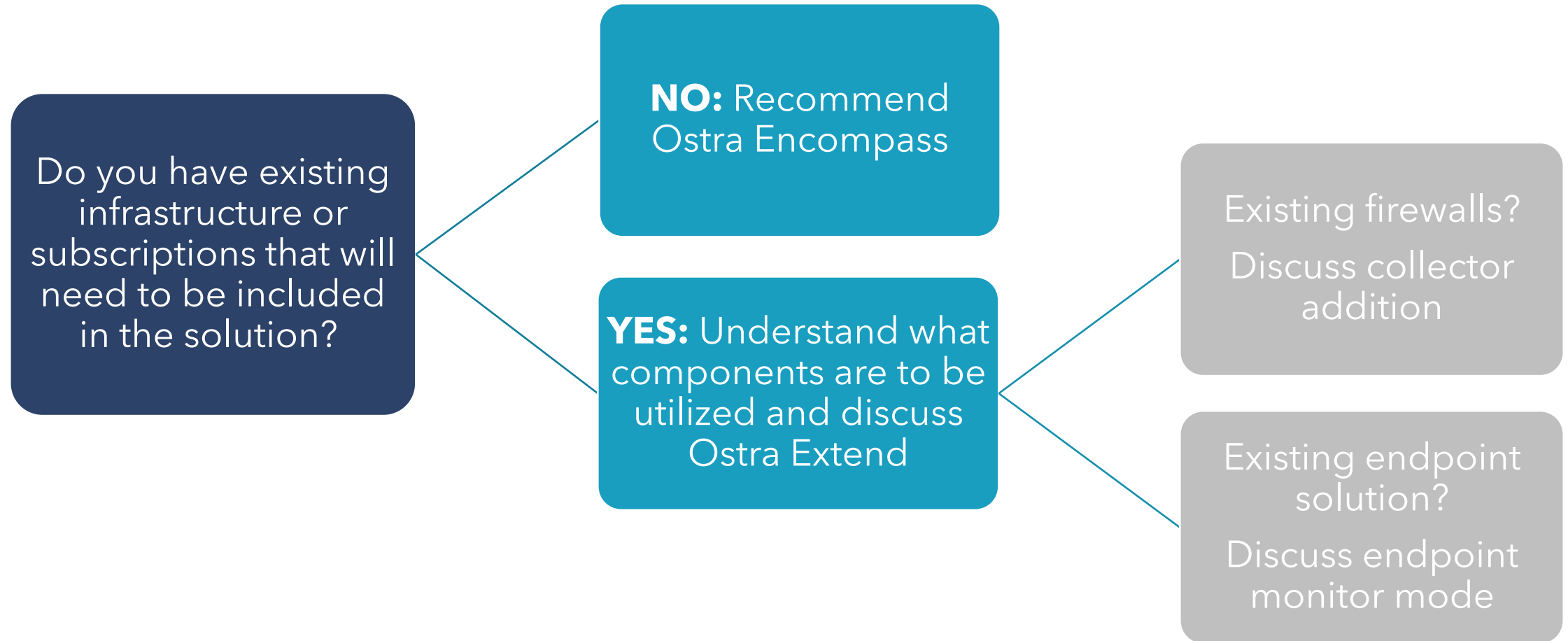
Ostra Encompass™

- We **Encompass** your company's needs as Your Trusted Cybersecurity Team with one holistic, easy to install, fully managed security operations solution across critical categories of cybersecurity
- **Ideal fit:** Clients looking for a holistic solution with no existing, retained components

Ostra Extend™

- **Extend** your existing security capabilities with proactive 24/7 enterprise-wide monitoring and hands-on remediation of your clients' endpoints
- **Ideal fit:** Clients with existing infrastructure or security solution subscriptions

Selling Ostra Extend and Ostra Encompass



Selling Ostra Extend and Ostra Encompass

When to engage Ostra's Partner Success team:

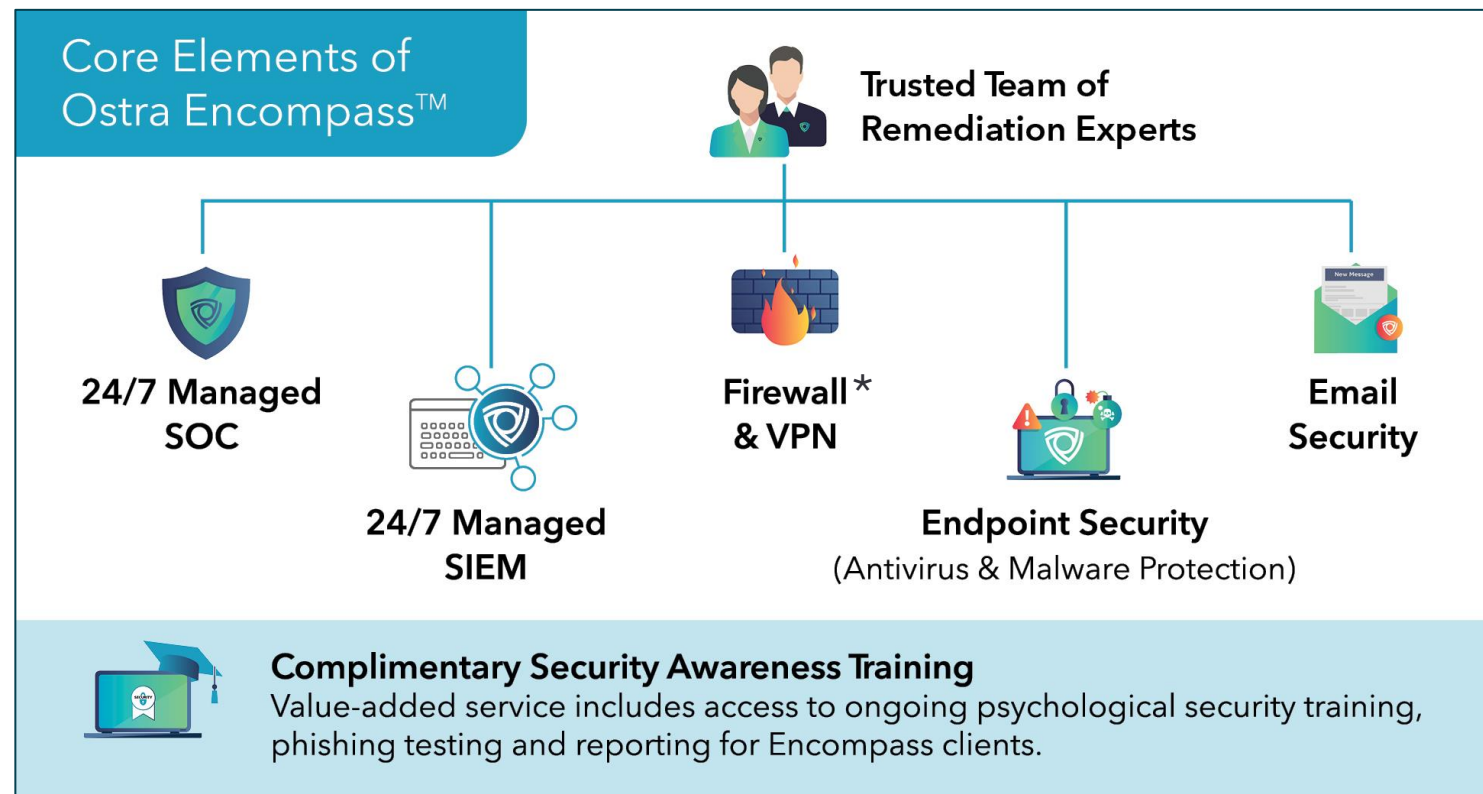
- Complex networks such as multiple VLANs, SD-WAN, or other
- Hybrid application/compute infrastructure - on-premise and cloud
- Multiple sites where further network architecture understanding is needed
- Mixed user profiles or shared devices such as healthcare, manufacturing or others

OSTRA ENCOMPASS™

Explore the Offering

Ostra Encompass™

We **Encompass** your company's needs as Your Trusted Cybersecurity Team with one holistic, easy to install, fully managed security operations solution across critical categories of cybersecurity.



*These elements are dependent on client configuration. Talk to sales for more details.

Ostra Encompass™

How it works:

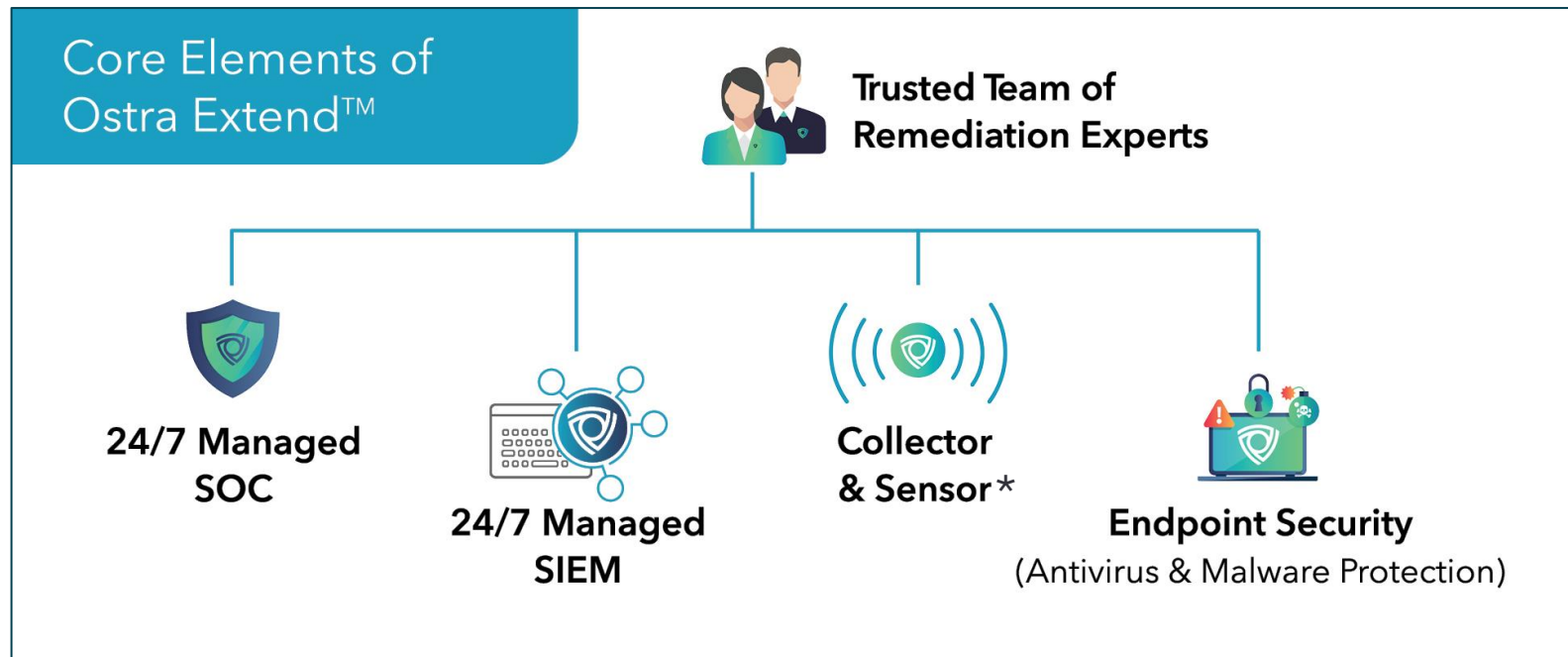
- 1** Prepare and deploy Ostra agents
- 2** Manage, update and support layered security components
- 3** Hunt, detect, remediate and resolve
- 4** Report and deliver threat insights

OSTRA EXTEND™

Explore the Offering

Ostra Extend™

Extend your existing security capabilities with proactive 24/7 enterprise-wide monitoring and hands-on remediation of your clients' endpoints.



*These elements are dependent on client configuration. Talk to sales for more details.

How it works:

- 1 Deploy sensors, endpoint agents, and 24/7 SOC & SIEM
- 2 Integrate 24/7 SOC & SIEM + endpoint protection into existing security tools
- 3 Hunt, detect, remediate and *resolve* endpoint incidents
- 4 Report and deliver advanced remediation guidance for your clients' *whole* environment

Partner Resources

- Ostra Partner Portal: partners.ostra.net
 - Register deals
 - Report a sale
 - Sales & Marketing resources
 - Need a login? Email partnersuccess@ostra.net
- Browse resources and news on ostra.net/blog
- Follow [Ostra on LinkedIn](#) for latest tips and content
- View [Product Guides](#)



QUESTIONS?

www.ostra.net