IBM SECURITY DAYS EVENT

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DIGITALL

IBM Platinum Partner

HOW TO BE SUCCESSFUL WITH DIGITALL AND IBM THREAT MANAGEMENT SOLUTIONS?

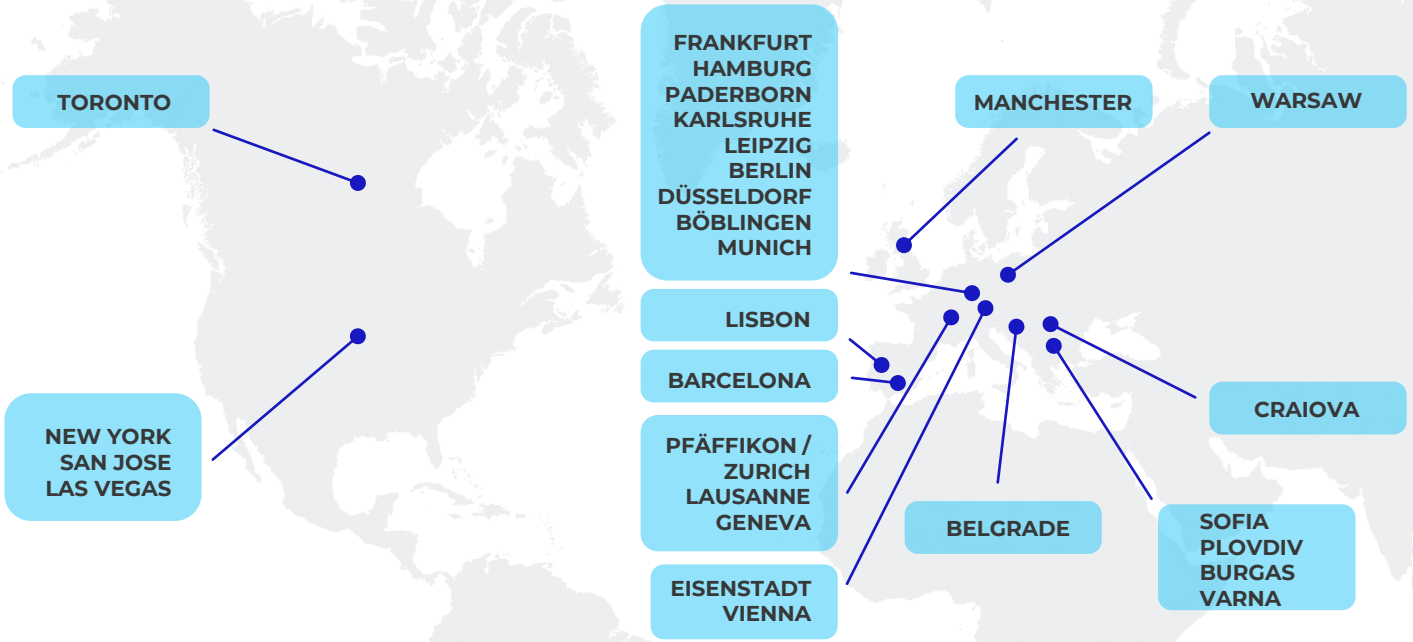
...THE USE CASE

Deniz Tourgout, CEE Sales Manager Managed Security Services

Lyubomir Tulev, Director Cyber Security Services

EUROPEAN LEADER WITH A GLOBAL PRESENCE

WE HAVE A GLOBAL PRESENCE WITH A STRONG LOCAL FOOTPRINT



- 13 COUNTRIES
- 29 OFFICES
- 20+ LANGUAGES
- 1.500+ EMPLOYEES/EXPERTS

DIGITALL

OUR PORTFOLIO AT A GLANCE

TECHNOLOGY PARTNERS

MARKETS DACHLI · US/UK · CEE

- CRM & Workplace
- Data & AI
- Cyber Security
- Cloud & Managed Services
- Technology Services

- TELCO & UTILITIES
- FSI
- PHARMA, HEALTHCARE, LIFE SCIENCE, LOGISTICS, TRANSPORT & CHEMISTRY
- SOFTWARE & TECHNOLOGY
- AUTOMOTIVE / MANUFACTURING & CONSTRUCTION
- PUBLIC SECTOR
- RETAIL, CUSTOMER GOODS, FASHION, LUXURY

NEARSHORE · ONSITE

DELIVERY MODELS Managed Services · Technology Services · Project Services · Products /Solutions



CYBER SECURITY SERVICES

PORTFOLIO

OUR MANAGED CYBER SECURITY SERVICES
AIM TO SECURE YOUR DIGITAL JOURNEY

MANAGED SECURITY SERVICES

SECURITY ASSESSMENTS & INTEGRATIONS

Assessments

- Cyber Security Posture Assessment
- Infrastructure Penetration Testing
- WiFi Penetration Testing
- Web Application Penetration Testing
- Mobile Application Penetration Testing
- Breach & Attack Simulations

Integrations

- SIEM
- SOAR
- XDR
- EDR/NDR
- IPS/IDS
- Firewall/WAF
- DLP

SECURITY OPERATIONS

- **SecOps Monitoring**
  - ➢ 24/7 Enterprise Managed Security Operations center
  - ➢ Outsourced 24/7 SOC (dedicated or shared team)
  - ➢ Firewall/WAF/AV, MS Azure Monitoring
- **SecOps Investigations**
  - ➢ Incidents Investigations
  - ➢ Cyber Forensics
- **Vulnerability & Threat Management**
  - ➢ Threat Intelligence Service
  - ➢ Vulnerability & Patch Management

DIGITAL IDENTITY

- LDAP Architectures
- Access Management
- Identity Governance
- PAM Architectures
- IAM/PAM operations
- ZTNA (Zero-Trust Network Access) Consultancy

INFORMATION SECURITY GOVERNANCE

- CISO as a Service
- Cyber Security Awareness & Training
- Information Security Audits
- Supplier/Vendor Assessments
- GDPR Assessments
- Security Coding Advisory
- Cloud Security Due Diligence

TEAM EXPERTISE

C|CISO Certified Chief Information Security Officer

ECSA EC-Council Certified Security Analyst

C|EH Certified Ethical Hacker

E|CSS EC-Council Certified Security Specialist

C|HFI Computer Hacking Forensic Investigator

C|EI Certified EC-Council Instructor

CompTIA Security+ CERTIFIED

WINDOWS RED TEAMING EXPERT

OFFENSIVE security OSCP

OFFENSIVE security OSWP

OFFENSIVE security OSWE

OFFENSIVE security OSCE

CISCO CERTIFIED CCNP SECURITY

CISCO CERTIFIED CCNA ROUTING & SWITCHING

GIAC CERTIFIED PENETRATION TESTER GPEN

ITIL

IBM Resilient SOAR Foundations
IBM Security Foundational

IBM QRadar SIEM Foundation
IBM Security Intermediate

IBM Cloud Pak for Security
Security Analyst Foundational

IBM Cloud Pak for Security
Security Engineer Foundational

IBM DevSecOps Explorer
Security & Automation for DevOps Foundational

IBM SECURITY · EUROPE · Cyber Security IBM SECURITY UNIVERSITY

CISSP Certified Information Systems Security Professional
An (ISC)² Certification

LEADING THE WAY WITH OUR PARTNERS

WE ARE WORKING TOGETHER WITH THE LEADING TECHNOLOGY PARTNERS

IBM
Microsoft
salesforce
CISCO
snowflake
aws
ORACLE
MuleSoft
tableau
Veeva
Google Cloud
Red Hat
Forcepoint
vmware
talend
proofpoint.
tenable
BeyondTrust
CHECK POINT
Trellix
MANDIANT





SELECTED CUSTOMERS

swisscom · Deutsche Telekom · RWE · DAIMLER · Nestlé NUTRITION · vodafone · Merchant · BAYER · PlanB. passion for excellence

ACIBADEM CITYCLINIC · MAN · Dundee PRECIOUS METALS · ECONT express · KBC · Fraport · UniCredit · D Bank · BORICA BANK SERVICES

*"DIGITALL Team of certified Architects and **Engineers has successfully delivered all the project components**, creating Security Operation Center with all the mentioned technologies and professionally operating it."*

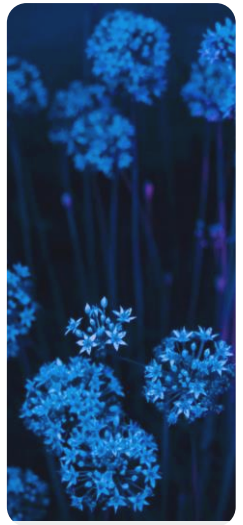
Econt Express EOOD

*"We are fully satisfied with the completed technical tasks (series of tests to verify the level of information security), the achieved business results and the overall quality of the project. **The DIGITALL team was very well prepared, and their work was professional, timely, and technically sound**."*

Fraport Twin Star Airport Management AD

"DIGITALL Team has successfully delivered full SIEM implementation, integration, and maintenance within the infrastructure of D Commerce Bank AD.
*Based on our positive, D Commerce Bank **acknowledges DIGITALL as a trusted partner in the field of information security assessment and integrations."***

D Commerce Bank AD



MANAGING THREATS TO YOUR SECURITY



The Costly Challenges of Managing Cybersecurity In-house

Despite a complex cybersecurity landscape, organizations manage security internally for a number of reasons. Some business and IT leaders assume managing cybersecurity in-house is the most cost-effective option, while others worry about losing control over their IT environments. And sometimes, organizations lack ity providers' ability to customize solutions to their industry-specific needs and IT infrastructures.

When it comes to the criticality of cyber defense, these concerns are understanda spearheading cybersecurity in-house are setting themselves up for a risky game

Cyberthreats continue to grow in complexity, frequency and severity. To keep pace, organizations monitoring — a tall order even for large enterprises. This level of threat detection and necessary response require costly tools and extensive resources that most organizations lack.

Moreover, ongoing labor shortages continue to exacerbate the issue. Three-quarters of organizations are struggling to find the talent they need, especially when it comes to IT and security roles. In 2022, the cybersecurity workforce gap reached 3.4 million people.

Internal security teams are stretched thin, and they don't have the in-house expertise to combat intensifying cyber threats. This makes CSaaS more critical than ever.

Global average data breach in 2022 cost $4.4 million, up from 4.2 million in 2021 and $3.9 million in 2020, according to research by IBM and the Ponemon Institute.

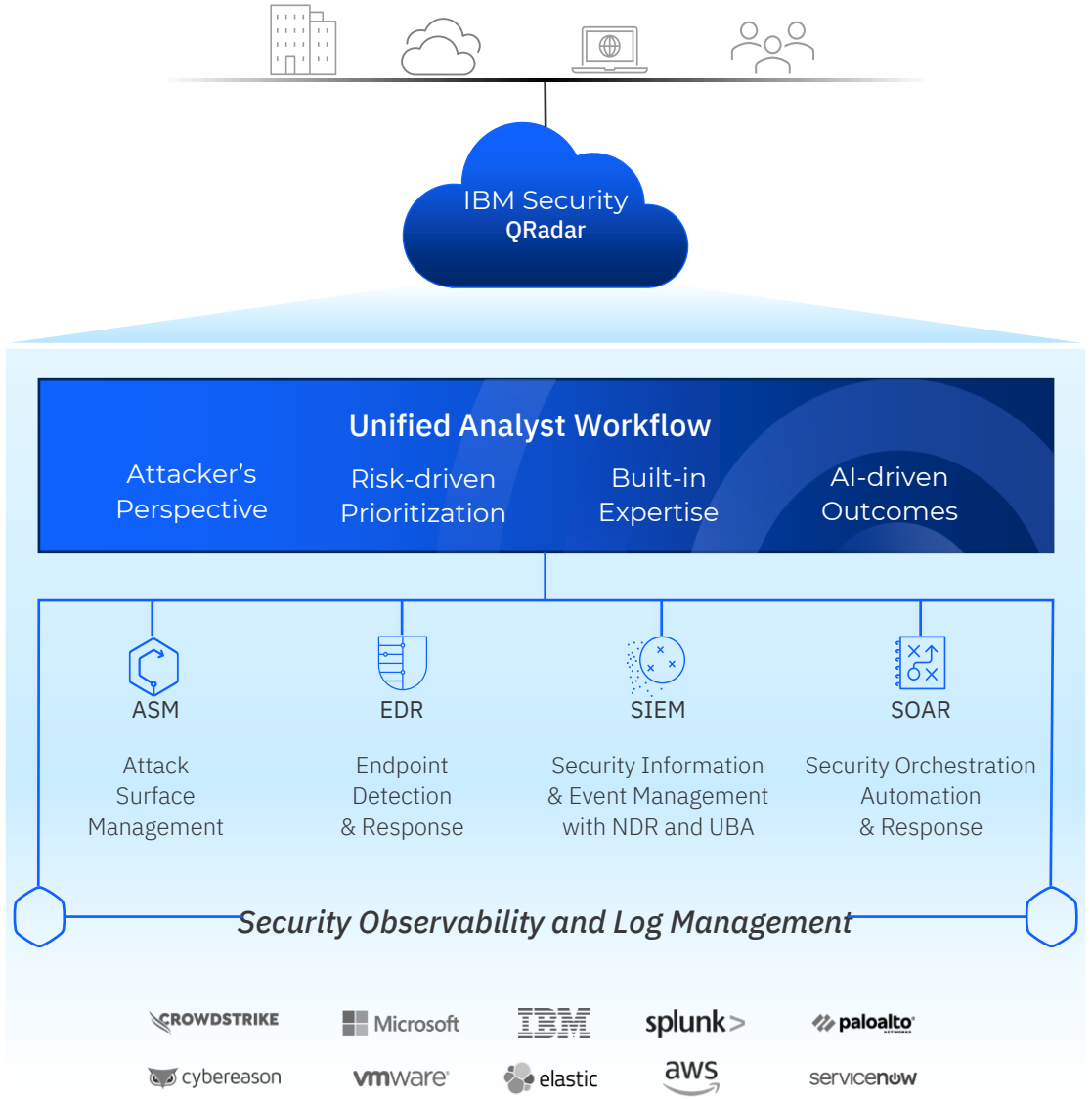


Watch the video **HERE**

DIGITALL MANAGED SECURITY SERVICES & IBM SECURITY QRADAR SOLUTION STACK

DIGITALL CYBER SECURITY SERVICES

- System Integrations
- SecOps Monitoring
  - 24/7 Enterprise Managed Security Operations center
  - Outsourced 24/7 SOC (dedicated or shared team)
  - Firewall/WAF/AV, MS Azure Monitoring
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  - Threat Intelligence Service
  - Vulnerability & Patch Management



DIGITALL

USE CASE: SOC ESTABLISHMENT AND MANAGED OPERATIONS

CHALLENGE

The Customer, driven by the need **to significantly increase the security maturity of the company**, has requested the cooperation of the Cyber Security division of DIGITALL for establishing a completely new Security Operation Center.

VALUE DELIVERED

DIGITALL Team **has deployed something for the first time in Bulgaria** - the All-in-one XDR platform of IBM – Cloud Pak for Security with an integrated Data explorer app (the SIEM functionalities), case management app (the SOAR function), Threat Intelligence Insights app, and the UBA app.

SOLUTION

The goals of the project were:

- To achieve full visibility over the network infrastructure via the implementation of an **SIEM Solution** for log collection and aggregation.
- To implement **SOAR Solution** to facilitate rapid incident containment and investigation.
- To integrate a **Threat Intelligence Platform** in order to streamline the OSINT information feed for threats and zero-day exploits which may affect the infrastructure;
- To deploy **EDR and NDR Solutions** for better network and end-point security;
- To fully outsource the incident monitoring, detection, and response process to experienced SOC Analysts with entirely **Managed 24/7 Service.**



PHASE 1: FROM THE BOX TO THE SOCs





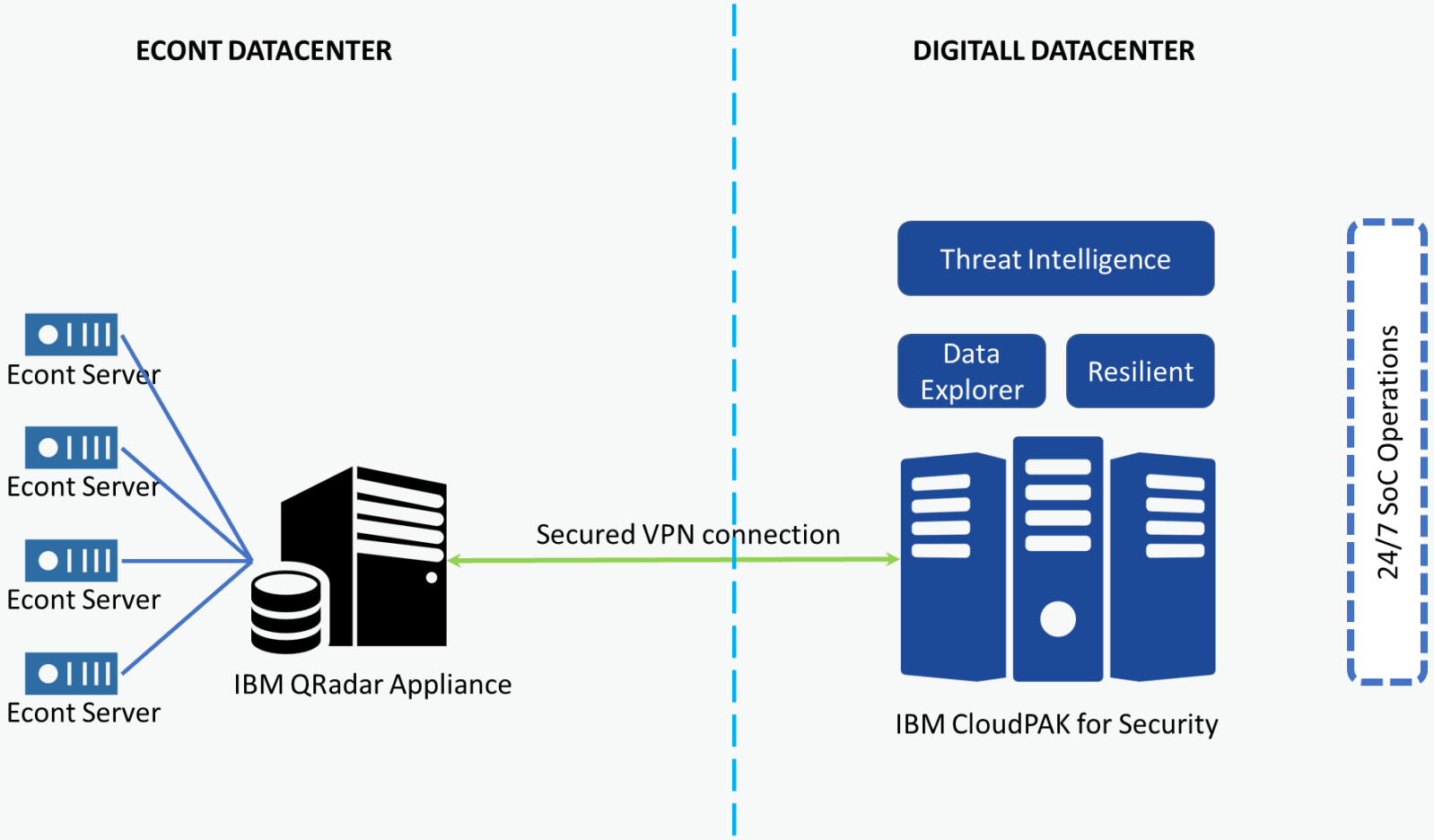


PHASE 2: DEPLOYMENT

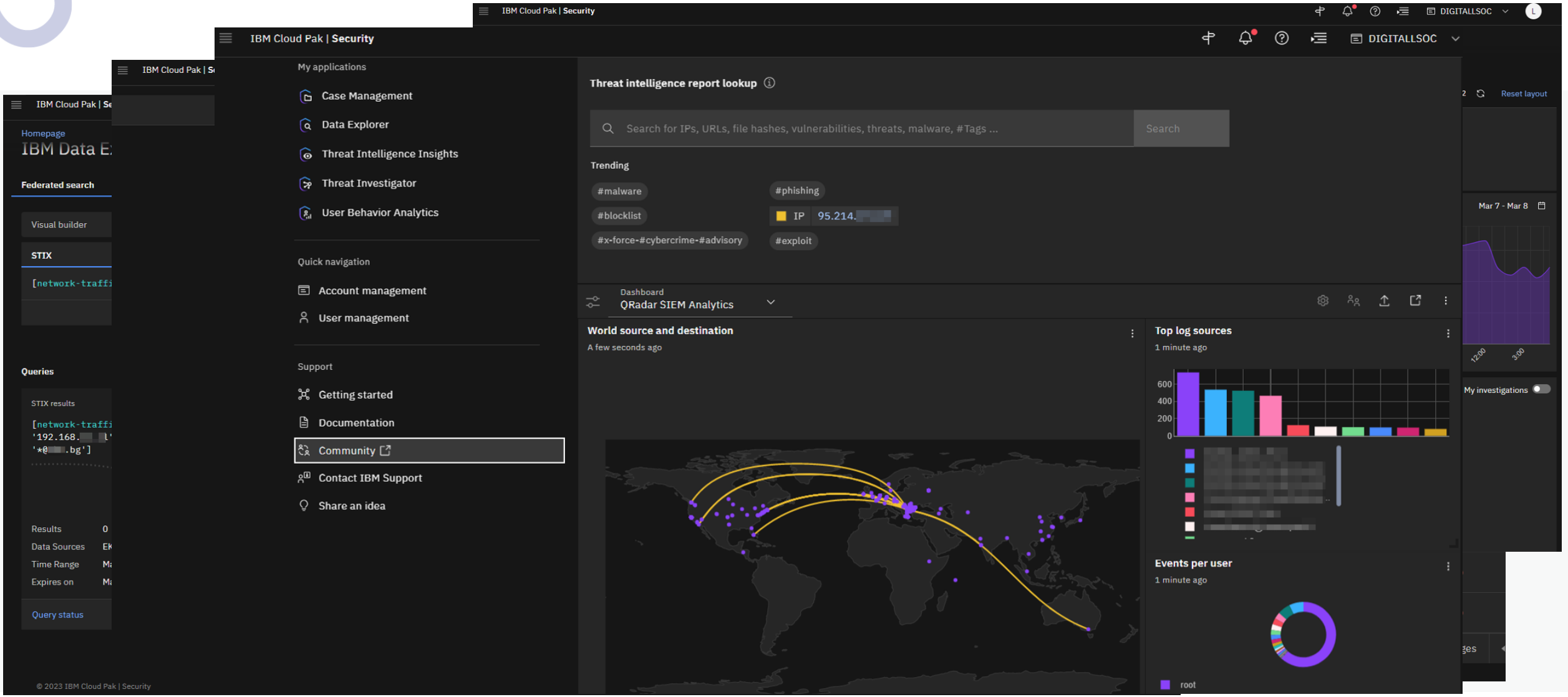
CHALLENGES

- System requirements deviation
- Server hard discs specific requirements
- Internet speed
- LDAP and user authentication

- … a lot of “unpaved” areas and missing experience when being a pioneer



PHASE 3: THE COCKPIT



RESULTS

67% reduced time to react

82% fewer incidents recorded

78% less false-positives

324 000 EUR* saved in salaries over 5 years

*based on average gross salaries of EUR20 per hour 6 for L1 and L2 24/7 support specialists

Est. 5M* worth of risk mitigated for 2022

*based on estimated risk value of mitigated attacks in 2022

117%* return on investment for the first year.



WE ARE AN IBM KEY PLAYER

IBM Platinum Partner

WE ARE AN IBM PLATINUM BUSINESS PARTNER



We are a Platinum Sell Partner in CEE (~3M USD Sales Success in the past 12 months) with a global presence and a strong focus on reselling & services business.

We are also an ESA Partner with our Managed SOC Services.

AWARDS & RECOGNITIONS



IBM Ambassadors for 2022

The Fastest Growing Partner in CEE in 2018

The 1st IBM partner in EMEA with Build Competency for Banking and Financial Services

EXPERIENCED TEAM



Competencies in:

- Threat Management Solutions
- Business Automation
- Cloud Development and Integration

Focus in 2023:

- Data Security
- Identity and Access Management

HOLISTIC EXPERTISE



Proven background in multiple disciplines beyond automation to design, build and operate a complete solution – business analysis & consulting, modern infrastructure architecture & operations, system integration, cybersecurity.

UniCredit Bulbank · DBank · BORICA BANK SERVICES · Fibank · Allianz · Econt express

DIGITALL

THANK YOU!

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