MANAGED SOC AS A SERVICE

72% of IT leaders plan to increase spending on Managed Security Services this year*, prompting many partners to consider how to turn this demand into profit. However, many also don't realise that it can take up to 4 years to build a mature SOC with an experienced and trained team.

Not only is that a long time to wait in a fast-paced industry, but it also requires a steep financial investment. On top of that, many partners find they lack the internal resources and capacity to operate their own SOC 24x7. And partnering with an industry peer risks dilution of their own brand.

Despite this, customers demand more proactive and future-proofed security solutions each day in response to their resource and capacity limitations, and every quarter, customer spending with Palo Alto Networks continues to grow. The Managed Security Service market is forecast to reach $65bn** by 2026. Failure to act now would mean a significant missed opportunity. But what if you could answer this rising demand and experience faster growth with Palo Alto Networks today, without the extra resource and management overheads, financial outlay, or maturity delay?

Introducing Managed SOC as a Service for Palo Alto Networks

Managed SOC as a Service from NEXTGEN is the zero-risk, zero-investment way for Palo Alto Networks partners to become an MSSP or extend their MSSP capabilities and start generating additional recurring Managed Security Service revenue instantly. It's designed to help NextWave Solution Providers and Managed Security Service Providers grow their business and maintain existing customer relationships, by partnering with the first Palo Alto Networks- authorised Distributor in this programme in APAC.

Driven from a global 24x7 SOC, our Managed SOC as a Service for Palo Alto Networks enables partners to maximise customer ROI from Palo Alto Networks deployments at a predictable cost, with no need to invest in extra infrastructure, resources, or skills. We take care of the security process so you can focus on what's most important: managing your business and realising growth.

Unique Approach

Managed SOC as a Service stands apart by not just identifying, but actively preventing cyber threats. Our team takes on the 24x7 technical management of controls and tools. The service is easy to consume and it's affordable. Central to Managed SOC as a Service is the integration of Zero Trust principles, leading with 'never trust, always verify'.

Our comprehensive approach comprises 24x7 eyes-on-glass from experienced and screened SOC analysts, and advanced automation and orchestration across an all-in-one managed services platform. Our SOC team monitors networks, manages alerts, and supports real-timeresponse to incidents to prevent cyberattacks. Our team of SOC analysts respond immediately to disruptive security events, effectively becoming an extension of your value and your customer's in-house IT department.
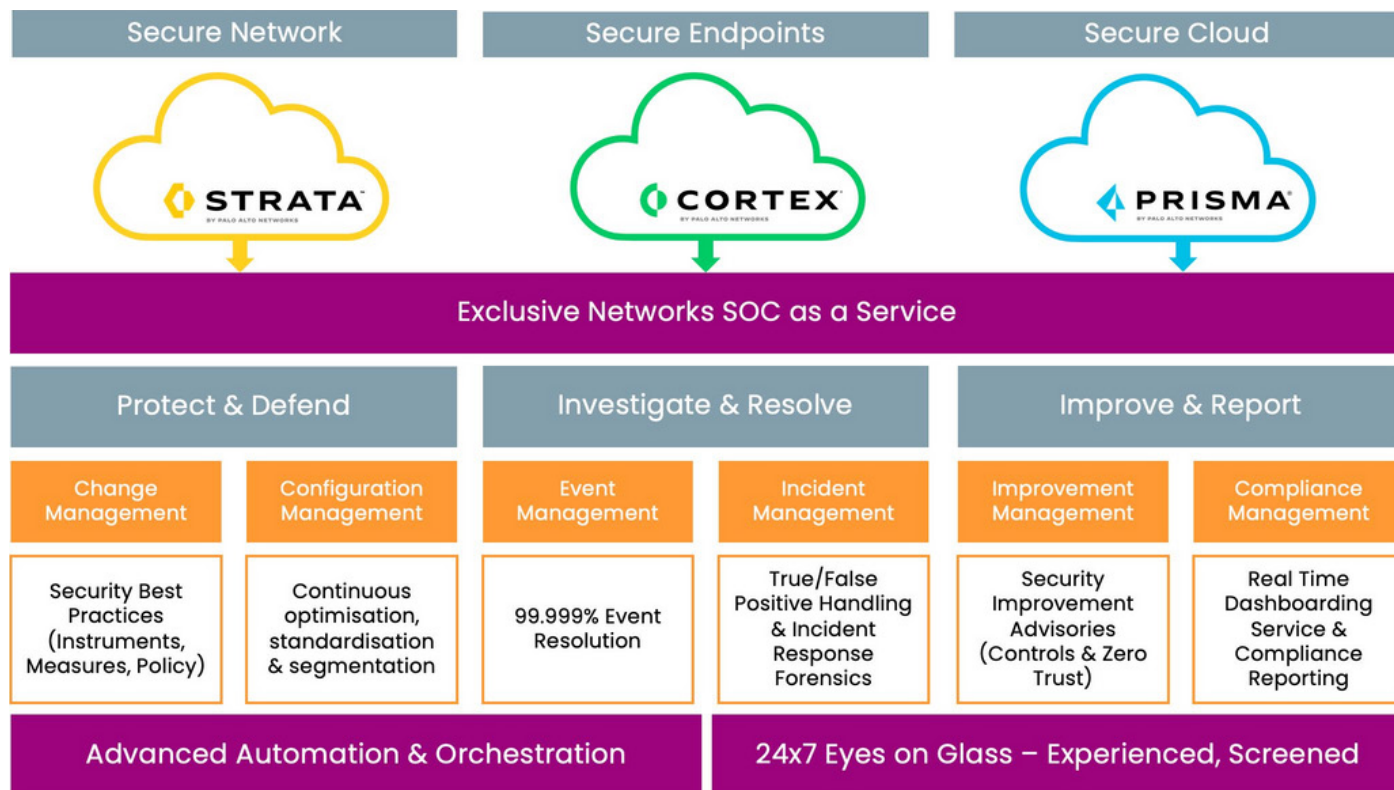
Managed SOC As A Service Features:

Secure Portal	✔	Service Delivery Management	✔
24×7 availability monitoring	✔	Automatic daily backup of configs	✔
Email & Phone support 24x7	✔	Automatic policy sanity and security validation	✔
24x7 Incident Management for all Priorities	✔	Device configuration and topology report	✔
Real Time Dashboard	✔	Risk assessment on changes	✔
Threat analysis and correlation	✔	Firmware updates and testing	✔
24x7 Monitoring and Incident Response	✔	Service Management Reporting	✔
Deep Event Investigation and Standardised Methodology for RCA Remote Incident	✔	24x7 Policy and Change Management	✔
Response & Threat Support	✔	Changes/Incident Response according to ITIL principles	✔
Security Event Management	✔	Operation and Capacity Management	✔
Security Information Management	✔	Policy Compliance & Best Practice Validation	✔
Compliance Reporting	✔		

Service Model

Our Managed SOC as a Service for Palo Alto Networks is available across Strata, Cortex, and Prisma Access as follows:

Secure Network	Secure Endpoints	Secure Cloud
STRATA BY PALO ALTO NETWORKS	**CORTEX** BY PALO ALTO NETWORKS	**PRISMA** BY PALO ALTO NETWORKS

Exclusive Networks SOC as a Service

Protect & Defend		Investigate & Resolve		Improve & Report	
Change Management	Configuration Management	Event Management	Incident Management	Improvement Management	Compliance Management
Security Best Practices (Instruments, Measures, Policy)	Continuous optimisation, standardisation & segmentation	99.999% Event Resolution	True/False Positive Handling & Incident Response Forensics	Security Improvement Advisories (Controls & Zero Trust)	Real Time Dashboarding Service & Compliance Reporting

Advanced Automation & Orchestration	24x7 Eyes on Glass – Experienced, Screened

Service Deliverables Include:

- Clear Service Descriptions
- Clear SLAs with response times
- Real-time dashboarding
- Monthly reporting on C- and Operational level
- Continuous attention for Security Improvements for CISO/DPO/CRO
- Assuring overall compliance towards regulatory requirements (GDPR, PCI-DSS, NIST)

Service Benefits

- Centrally managed, end-to-end SOC and MDR services from NEXTGEN for Palo Alto Networks deployments
- Priority is on Prevention
- Continuous improvement of Security Posture
- Reduces risks, costs and blast radius
- Palo Alto Networks-certified SOC analysts & expertise
- Integrated, AI-automated SOC platform
- Governance across a common set of security guidelines and compliance across the whole estate
- Features extensive SIEM, SOAR and MDR/ XDR capabilities
- Proactive management and changes with agreed timelines
- Customer-specific Security Improvement Advisories (SIA's)
- Continuous assessment of security events supporting the business

Business Benefits

- Immediate access to Managed Security Services market opportunity
- Increase your value add and become a Trusted Advisor for Security
- Create upsell and cross-sell opportunities into a pure platform play
- No extra resource and management overhead or financial outlay needed
- Unparalleled insights & actionable advice
- Clear business outcomes
- Faster resolution times for customers
- Lightens customer workload
- Alleviates customer concerns around talent, staffing & capacity
- Long-term cost savings

Request A Demo

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