

# Cisco and Perch.

A fully integrated prevention, detection, and response solution for managed service providers. Ready to go to market SOC/SIEM + Cisco stack.

## Complete Managed Security

Today's clients expect managed service providers (MSPs) to be their trusted advisor on all things IT related, especially security. Today's MSPs understand the increasing security risk facing customers, especially SMBs, and yet effectively addressing this risk remains a challenge. A security talent shortage and fragmented security offerings are just a few of the obstacles to offering a complete security solution. And to top it off, MSPs now have the increased pressure of protecting themselves from the onslaught of highly targeted cyber attacks.

As an industry leader in cybersecurity and threat intelligence, we are bringing our security expertise and portfolio to managed service providers and arming them with the necessary tools to increase their security posture and to better protect their clients.

We understand that not all partners have the resources or tools to assess security alerts accurately, evaluate the risk each represents, and determine the best action to take. For this reason, we are very excited to announce a partnership with Perch Security, a leader in co-managed threat detection and response services. Perch has built integrations with Cisco Advanced Malware Protection (AMP) for Endpoints

and response services. Perch has built integrations with Cisco Advanced Malware Protection (AMP) for Endpoints (AMP4E) and Cisco Umbrella, ingesting each platform's log and feeding them into Perch's Security Information and Event Management (SIEM) solution. Using Perch's Duo Security integration, it now becomes possible to correlate Multi-Factor Authentication and endpoint visibility with data from other Perch-connected cloud services like Office 365, Cisco Umbrella, and Cisco AMP4E. When alerts are detected, Perch's Security Operations Center (SOC) helps extract actionable insights, provides event correlation, alert review, and custom alert options.



The industry standard for security guidance is the National Institute of Standards and Technology (NIST) Cybersecurity Framework, which is built on five core functions: identify, protect, detect, respond, and recover. Cisco has the tools to fulfill the protection needed. Now with Perch Security, MSPs can tackle detection, response, and recovery as well.

Our partnership with Perch gives MSPs the ability to bridge the gap between security tools and security insights. Visit the Cisco Managed Services Partner site for more information at [cisco.com/go/msp](https://cisco.com/go/msp).

**Q How do I get started if I am already deploying Umbrella, AMP4E, and DUO Security?**

**A** Cisco and Perch have already done the integration work for you. Contact Perch <https://perchsecurity.com/solutions/msp/> to start using their services today.

**Q Is a Perch trial available?**

**A** Yes, visit the Perch site (<https://perchsecurity.com/solutions/msp/>) and request a Demo.

**Q Do I have to deploy Umbrella, AMP4E, and DUO Security?**

**A** Every client's environment and security needs are different. Most MSPs prefer to deploy these solutions as a complete "security offer" or package across all their clients. At launch, only these solutions have been integrated with Perch.

**Q Who do I contact for support at Perch?**

**A** <https://perchsecurity.com/solutions/msp/>

**Q Who do I contact for Umbrella, AMP for Endpoints and Duo trials, re-sale, enablement, or training?**

**A** Contact your distributor.

**Q What training is available?**

**A** Each Cisco security solution has numerous training docs, videos, and other materials accessible through their management portals. In addition, our distribution partners provide ongoing training.

**Q Do I have to sign a resell agreement with Cisco or Perch?**

**A** Cisco and Perch offer free trials. Use outside of the trial requires resell agreements for both Cisco and Perch.

**Q Do I have to be a Cisco partner?**

**A** All Cisco security solutions require you to be a partner and transact through distribution. You do not have to be a Cisco partner to sign-up with Perch.

**Q Perch terms and conditions.**

**A** <https://perchsecurity.com/terms-of-service/>

**Q All Cisco security solutions require you to be a partner and transact through distribution.**

**A** You do not have to be a Cisco partner to sign-up with Perch.

**Q Perch terms and conditions.**

**A** <https://perchsecurity.com/terms-of-service/>