www.cybercompare.com

INTRO

**Our service for you
at a glance**

CyberCompare

A BOSCH BUSINESS

We compare security - 100% independently. No reselling contracts, no commissions, only the best offer and the best price-performance ratio for you.

The selection of a precise solution/service in IT and OT security and the integration of complex requirements into existing cybersecurity setups is time-consuming. We ensure high quality in the decision-making process.

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The right partner for your security

We have already successfully managed over 700 projects for more than 450 customers, from SMEs to large corporations.

Our analyses are 100% independent; we include all providers known to us in our analysis. We are constantly expanding our repertoire to be able to create the best offer.

20% typical savings potential for external expenditure.

20%
Savings

Our solution saves your team 10-30 days of working time.

0%
Provisions

450
Customers

100%
From all providers

10-30
Workdays

3

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What our customers say:

> " I just wanted to thank you on behalf of the PUMA team for your great support throughout the SOC vendor selection process. [...] We finally made a decision and chose [...] as our partner for the next years.

Puma SE

> " Our collaboration with CyberCompare has driven our project forward and brought transparency to the market. [...] With the comparison of different solutions and the expert advice, we were able to make a final decision together and find the right SIEM/SOC provider that was precisely tailored to our requirements.

Stuttgarter Straßenbahnen AG

> " The topics are handled as I expect them to be. The results are excellent, and I can usually even use the slides 1:1 for internal communication and coordination. Of course, we also buy in expertise - we couldn't manage these procurement projects on our own in addition to our day-to-day business.

PWO AG

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Covering the public and private sector

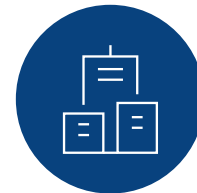|	
Mechanical and process engineering	Automotive and supplier industry
Critical national infrastructures such as hospitals, public transport, public services, airports	Food, beverages and consumer goods
Pharmaceuticals, chemicals, oil and gas	Trade, distribution and logistics
Public institutions (cities, municipalities, district offices, educational institutes)	Construction and real estate Banking & Finance

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Our services

Offer comparison

We **compare concepts, solutions, services, providers, contracts and offers**. We focus on end-to-end solutions or are also happy to offer you a modular option.

Learn More

Tender management

(Public) tenders are our daily practice. We know the differentiating features on the market and will find **the optimum price-performance ratio** and the right provider for you.

Learn More

Gap analyses, cost benchmark and 360° diagnostics

Gap analyses and diagnostics, also for NIS2

We assess the **state of your current security landscape**, highlighting maturity, prioritization and roadmap. We **optimize your security spending** on tools and services.

Learn More

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Example result of an offer comparison

1. Comparison of offers Security Operations Center (SOC)

	Anbieter A	Anbieter B	Anbieter C	Anbieter D
Gesamtscore	98%	94%	84%	-
Unsere Empfehlung	★★★★★	★★★★☆	★★★☆☆	-
SIEM-Ansatz	Cloud (add. Lizenz)	onPrem/Cloud (add. Lizenz)	Anbieterhosting (inkludiert)	Cloud (add. Lizenz)
Kritische Punkte (Fehlende Features / Informationen etc.)	▪ Noch wenige (eher unkritische) **offene Rückmeldungen** (SOC Standort, China Ansatz) ▪ Angebotener SIEM Ansatz ist 100% Cloud über Google Chronicle. **Reifegrad v.a. in OT** Abdeckung noch als **schwächer** einzuschätzen	▪ Noch wenige (eher unkritische) **offene Rückmeldungen** (Use Cases, SOAR) ▪ **Lizen Z muss noch addiert** werden. Als SIEM sicherlich mit einem sehr hohen Reifegrad aber auch langfristig hohen Kosten bei steigendem Volumen	▪ **Unschärfen in der Beantwortung** der Anforderungen – im Regelfall ist hier jedoch mit positiven Antworten zu rechnen ▪ Kunden wäre der bis dato größte SOC Kunde – ggf. **fehlende Erfahrungswerte in komplexen, globalen Organisationen**	▪ Noch **keine Beantwortung des Anforderungskatalogs** ▪ **MS Sentinel SIEM Lizenzkosten sind exklusive** (muss über Kunden Microsoft Account angefragt werden – sign. Zusatzkosten erwartbar) ▪ Zu **niedrige Anzahl der Incidents** angeboten
Kosten 1 Jahr SOC (inkl. Implement., inkl. SIEM)	931 TEUR	764 TEUR	460 TEUR	593 TEUR
Kosten 3 Jahre SOC (inkl. Implement., inkl. SIEM)	2.605 TEUR	2.510 TEUR	1.564 TEUR	1.933 TEUR
Laufende Kosten SOC (w/o Implement., w/o SIEM)	362 TEUR p.a.	569 TEUR p.a.	552 TEUR p.a.	671 TEUR p.a.
CyberCompare Bewertung & Zusammenfassung	▪ **Besonders guter Fit** zu den Kunden Anforderungen ▪ **Service-Level** und –**Umfang** als **sehr hoch** zu bewerten (inkl. IR) ▪ SOC **preislich v.a. langfristig attraktiv** (auch im Quervergleich mit anderen Projekten) ▪ Hohes **Potenzial Preisverhandlungen** Chronicle Lizenzen (ca. 475 TEUR p.a.) ▪ **Top-Kandidat Short-List**	▪ **Guter Fit** zu den Anforderungen ▪ **Service-Level** und –**Umfang** als **sehr hoch** zu bewerten ▪ **Preislich** im Quervergleich **ok** ▪ **Lizenz Z Einsatz flexibel** (Cloud / onPrem), aber auch mit **Vorteilen** (Reifegrad) **und Nachteilen** (Kosten) ▪ **Kandidat für Short-List**	▪ Aufgrund **teilweise unklaren Rückmeldung bisher schwacher Fit** – mit deutlicher Verbesserung nach Detailgesprächen zu rechnen ▪ **Preislich hoch attraktiv** aufgrund des inkludierten SIEM ▪ **Service-Level** und –**Umfang allgemein** als **sehr hoch** zu bewerten ▪ **Top 2-Kandidat** für Short-List	▪ **Beantwortung Anforderungen offen** ▪ Angebot steht & fällt mit **Annahmen zu Anzahl Tickets. Basis-Angebot im Vergleich am günstigsten.** Grundannahme Tickets zu gering. Im Quervergleich **teuerster Anbieter**, da noch Sentinel lizensiert werden müsste ▪ **Service-Level und –umfang geringer** ▪ **Kein Top 3-Kandidat**

Based on your requirements, we prepare a detailed analysis of the offers relevant to you on the market. **We compare concepts, solutions, services, providers, contracts and offers.** The number of providers to be compared is determined by you.
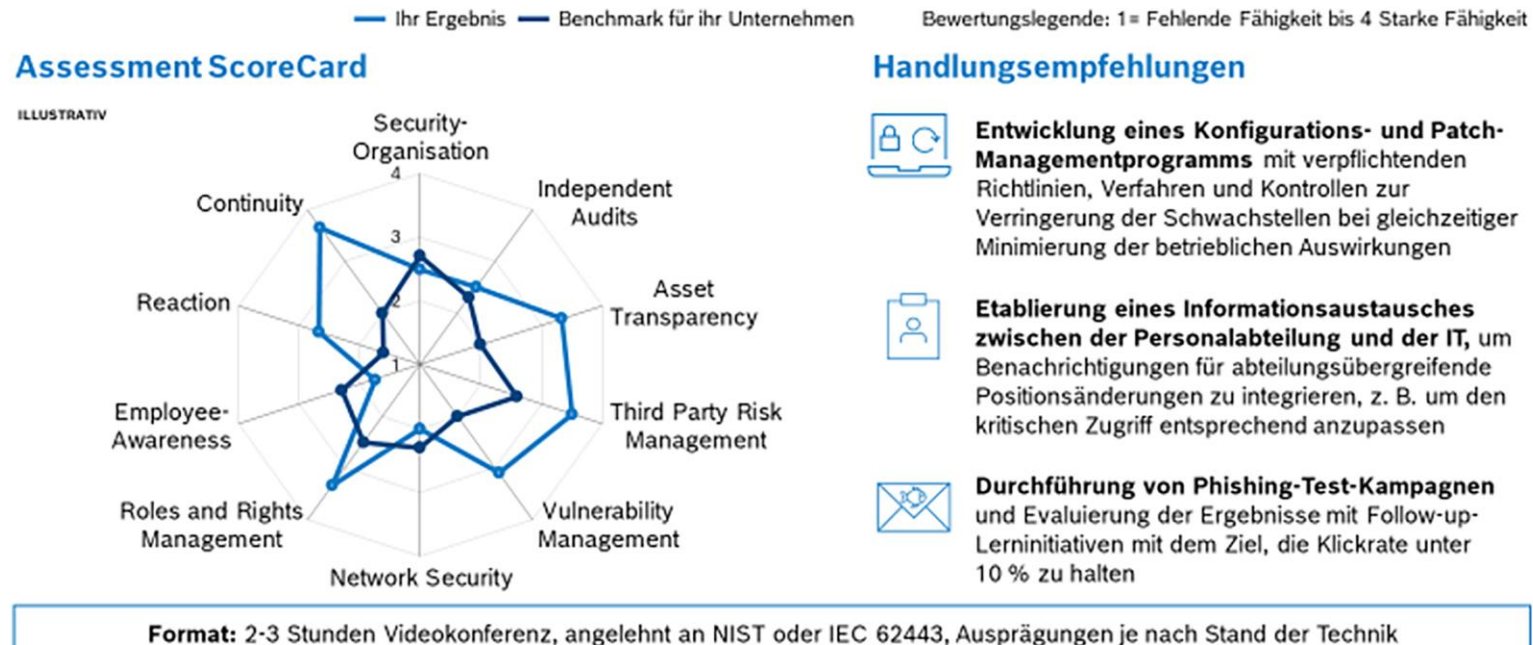
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Example of a diagnostic result

2. 360°-Security Diagnostics

You receive a **status and maturity level analysis** of the individual security dimensions as a diagnostic with **prioritized recommendations for action** and a proposal for a pragmatic roadmap.

A **comparison with the NIS2 requirements** is also possible as part of this process.

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What we do and for whom: Overview of the 700 projects

The most important safety categories

- Security assessments / gap analyses
- Managed SOC / MDR
- Endpoint security (EDR/XDR)
- Network security (segmentation, Zero Trust, NAC, NDR)
- SIEM
- Pen Tests / Red Teaming
- Identity & Access Management (z.B. MFA-Solutions)
- Incident Response Retainer
- OT Security
- Training (Awareness/Phishing…)
- Product Security
- Other security solutions/services (z.B. PKI, Cyber Ranges…)

Selection of customer projects from all sectors:

Managed SOC / Managed Detection & Response based on SIEM or XDR in >50 customer projects

Response based on EDR (> 30 qualified providers in DACH)

NDR (Darktrace, Vectra, Extrahop, …)

MFA for Windows, 2 FA for Exchange On Premise (Ping, SDO, RSA, Silverfort, Secunet, ...)

Identity Protection (Tenable, SentinelOne, Crowdstrike, Netwrix, Semperis, …)

Breach and Attack Simulation / Continuous Penetration Testing Tools (AttackIQ, Picus, Safebreach, Pentera, XM Cyber, …)

Supplier cyber risk ratings (Security Scorecard, Bitsight, BlackKite, RiskRecon, LocateRisk, Cybervadis, …)

DLP and standalone USB device control solutions (Microsoft, Proofpoint, Drivelock, Matrix42, Cososys, …)

Managed Services for other security tools (Cofense, Trellix, Netskope, …)

Crisis simulation platforms, some with cyber ranges (Immersive Labs, Cyberbit, Cybexer, Conducttr, ...)

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Example heat map for the evaluation of 29 MSSPs (outside-in and based on provider interviews)

3. Heat Map of 29 MSSPs

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We deal with providers and their solutions on a daily basis. We are in constant communication to document innovations and differentiating features.

Over

7000

With over **7000 providers**, the market is complicated and confusing.

100%

100% independent recommendations.

We represent the client's interests to the best of our ability.

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We offer two pricing models

1.

Fixed project fee for our service

Modular or **end-to-end** support of the procurement process with a wide range of services:

Offer comparison

Cyber security risk assessment

Contract review

DIY-Kit & Market studies

Cost benchmarking & provider strategy

🔗 Our Services

2.

Subscription - Security Co-Pilot

The CyberCompare **Security Co-Pilot Service** includes IT/OT security consulting as well as access to experts, templates and benchmarks. Our Security Co-Pilot Service includes the following services:

Unlimited access to CyberCompare database

+

Hour quota

+

Exclusive roundtable events

🔗 Prices & More Details

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Our advisory board

Prof. Dr. Petra Maria Asprion

Head of competence focus Cybersecurity & Resilience

FH Nordschweiz

Petra's research focuses on IT and cyber security. Prior to her academic career, she held various management positions at multinational corporations.

Benjamin Bachmann

CISO, Bilfinger SE

Benjamin is CISO at Bilfinger and Head of Infosec Theate, a cybersecurity podcast. As a freelancer, he "sacrifices" Trojan horses and supports medium-sized companies in building a sustainable security culture and strategy.

Florian Brandner

Global Director of Information and Cybersecurity, PUMA

Florian has a lot of experience in ensuring secure information in companies. With the belief that information security is a team sport where everyone has to contribute, he has successfully built an information security and cyber security department from the ground up.

Dr. Daniel Brettschneider

CISO, Miele & Cie. KG

Daniel is CISO at Miele, where he heads the global security strategy. As Dr Cybersecurity, he also publishes a cybersecurity awareness newsletter and runs Pentest-Advisor, a neutral overview of pentest providers. His aim is to raise awareness of cybersecurity.

Dr. Christoph Peylo

Senior Vice President Digital Trust, Robert Bosch GmbH

Christoph is an expert in IT, software development, cyber security and artificial intelligence. He founded and headed the Bosch Center for Artificial Intelligence after holding various management positions at Deutsche Telekom and as managing director of software companies

Stefan Würtemberger

Executive Vice President Information Technology, Marabu GmbH & Co. KG

Stefan is CIO of the Year 2020 and has more than 20 years of experience in IT at industrial companies and in securing them. He talks openly about the cyber attack on Marabu Inks and how the company was able to overcome it.

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Let's expand your cybersecurity together.

We look forward to hearing from you.

www.cybercompare.com

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