



HORNETSECURITY

CONTENT

- ▶ ABOUT HORNETSECURITY
- ▶ SECURITY LAB INSIGHTS
- ▶ HORNETSECURITY'S FIRST CLASS SERVICES – OVERVIEW
- ▶ HORNETSECURITY PARTNERS
- ▶ 365 TOTAL PROTECTION
- ▶ CLOUD-BASED SECURITY FOR ALL OTHER EMAIL SERVERS
- ▶ OUTSTANDING CYBERSECURITY EXPERTS: THOUGHT LEADERSHIP, AWARDS & PUBLIC BUZZ
- ▶ REFERENCES



HORNETSECURITY

ABOUT HORNETSECURITY

NEXT-GEN SECURITY FOR MICROSOFT 365

SECURITY - BACKUP – COMPLIANCE – SECURITY AWARENESS SERVICE



HORNETSECURITY

SUCCESS IN NUMBERS



HORNETSECURITY



>700
employees



12
data centers



>75,000
customers
>120 countries



17
offices



>12,000
sales partners
>121 countries



17
services

GLOBAL EXPERT IN EMAIL CLOUD SECURITY, COMPLIANCE AND BACKUP



HORNETSECURITY



OUR MISSION

"We empower companies and organizations of all sizes to focus on their core business by protecting email communications, securing data, and ensuring business continuity and compliance with next-generation cloud-based solutions."



OUR VISION

"Hornetsecurity will be the guardian of companies worldwide that use Microsoft 365. We protect their data and ensure business continuity. For a safer 365 world!"



OUR VALUE PROPOSITION

"We offer the most comprehensive cloud security solution for Microsoft 365 on the market, including email security, compliance and backup."

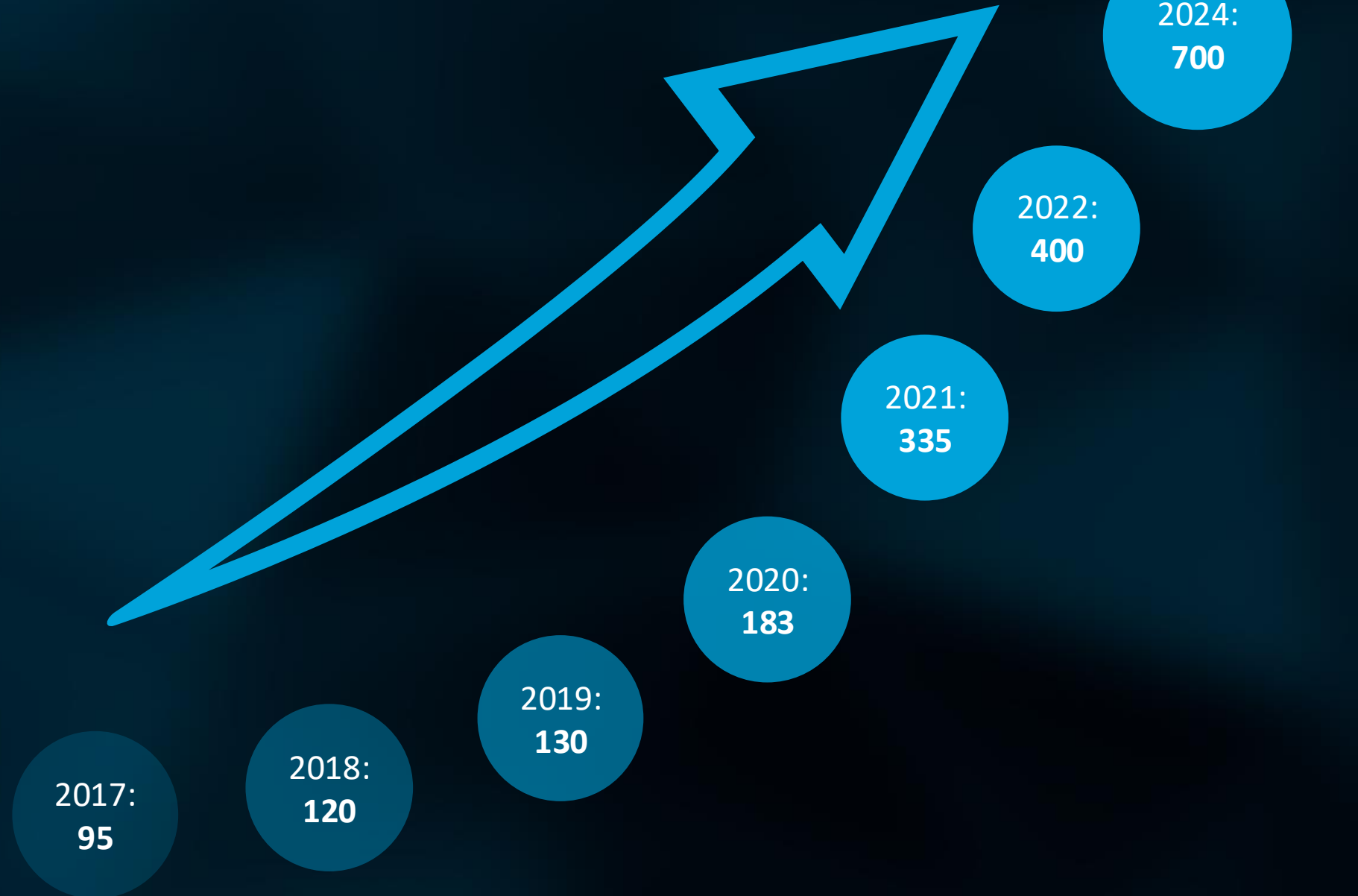
HORNETSECURITY WORLDWIDE – SWARM MEETS WORLD



HOW IT ALL STARTED – OUR STORY



GROWTH FIGURES EMPLOYEES



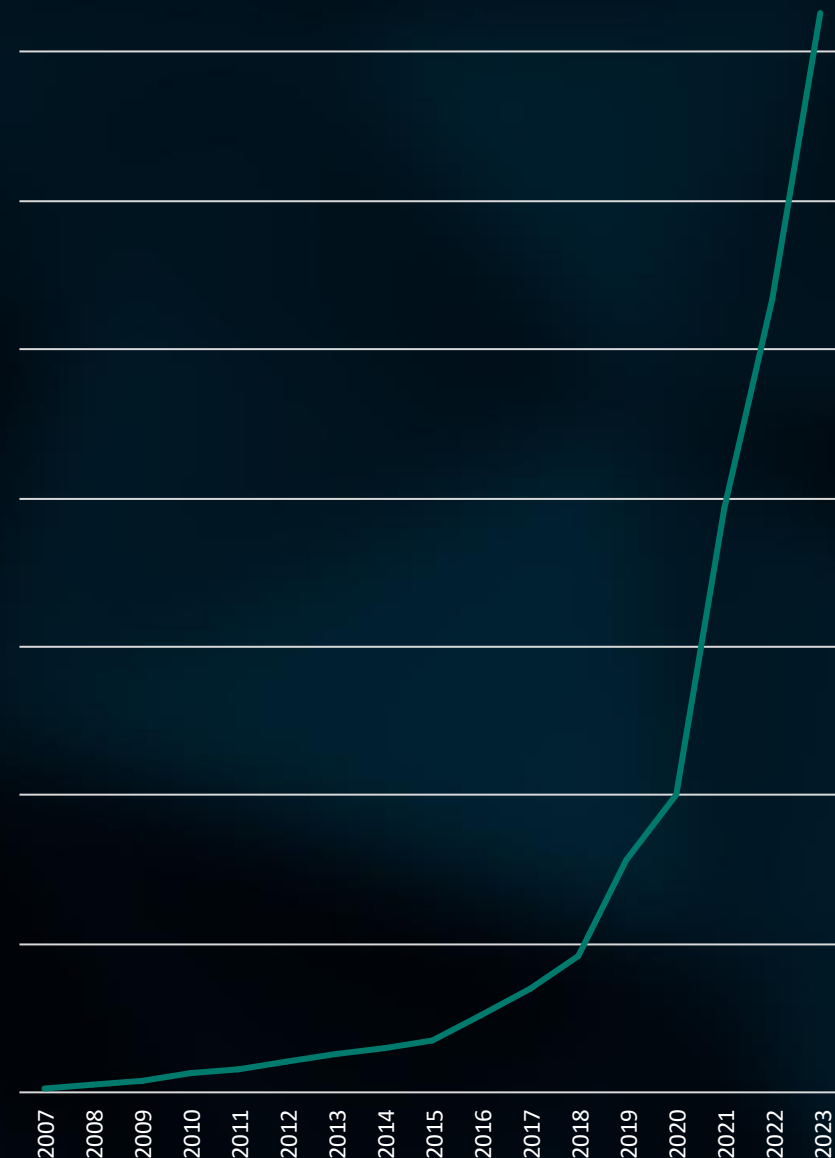
HORNETSECURITY

GROWING MARKET DEMAND

- Hornetsecurity focuses on holistic governance for Microsoft 365
- More and more companies are using Microsoft 365 and requesting second source security, backup and compliance
- The high need of Microsoft 365 customers for third party solutions is the main engine for high growth rates



HORNETSECURITY



HORNETSECURITY CORE VALUES



HORNETSECURITY

WE ARE ONE GLOBAL TEAM



HORNETSECURITY

It's all about people: We empower customers, partners and one another to solve challenges and be successful. We always assume positive intentions, communicate with empathy, give helpful feedback and elevate one another.

WE ARE CO-ENTREPRENEURS



HORNETSECURITY

We do not see unsolvable problems, we see great challenges. We are results-oriented: We strive to drive the business forward, identify and chase new opportunities, eliminate blockers and boost efficiency. If something doesn't go as planned, we deal with it transparently, admit our mistakes and learn from them.

WE PUSH OUR LIMITS



HORNETSECURITY

We are passionate about what we do. This empowers us to always give our best, go the extra mile and inspire others through our behavior and actions.

WE EMBRACE AND GENERATE CHANGE



Our flexibility and willingness to take risks and explore new paths helps us to grow and to make our corporate vision a reality.



HORNETSECURITY

HORNETSECURITY PARTNER PROGRAM

EMPOWERING. PROFITABLE. MADE FOR YOUR SUCCESS.



HORNETSECURITY

THE PROGRAM

The Hornetsecurity Partner Program is for everyone who thinks big! No matter your business model or your team size: with the Hornetsecurity Partner Program you can easily be successful!



ACCESS TO FULL
PORTFOLIO



ACCESS TO
MATERIALS AND
RESOURCES FROM
THE VERY START



DEFINED CONTACT
PERSON AT YOUR
SIDE



ACCESS TO ALL
SALES OPTIONS



HORNETSECURITY

YOUR BENEFITS

EVERY HORNETSECURITY PARTNER HAS ACCESS TO

- ❑ Full Hornetsecurity service and product portfolio
- ❑ Deal Reg incl. Project conditions options
- ❑ Partner Portal incl. marketing materials, sales tools, presales offers, and campaigns
- ❑ Hornetsecurity's management platform (Control Panel) incl. customizing options
- ❑ Cost-free online trainings for sales and technical employees
- ❑ Free 30-day trials for most services



HORNETSECURITY

THE PROGRAM



- Starting point
- Access to technical, marketing & Sales materials
- Benefit of attractive purchase prices
- Optimal support



- Proven technical & sales skills & know-how
- Improved purchasing conditions
- NFR licenses for own use



- Strong performance
- Attractive kickback options
- Annual growth is above average
- Receiving pre-qualified leads
- MDF options



- Greatest financial & technical advantages
- Direct pipeline to C-Level
- Even more attractive kickback schemes
- Access to closed beta

* Validation for min. 12 months, till the end of a year

HORNETSECURITY PARTNERS



"Hornetsecurity delivers the best possible services for our customers, covering a broad spectrum with just one tool."

Eugen Bin, Sales, Pusch-Data

"Unique features and outstanding comprehensive security services! Tech support is just a quick phone call away and I have never had an issue with the phone or email support – they have always been responsive."

Michael R. Bernal, Bernal Consultants, Inc.



"Best protection and intuitive operation"

Martin Sauer, Sales Consultant & Partner Alliance Manager,
SIEVERS-Group



HORNETSECURITY

SECURITY LAB

OUR CYBERSECURITY ANALYSTS ARE ALWAYS ONE STEP AHEAD OF
CYBERCRIMINALS



HORNETSECURITY

HORNETSECURITY SECURITY LAB

- International team of developers and IT security specialists
- 2,3 billion emails processed for our 75,000 customers
- 24/7 monitoring of detection mechanisms
- Exclusive facts & figures (average):
 - 33120 new email-based threats observed on an average day
 - 12996 ransomware attacks per hour
 - 361 "sophisticated" phishing attacks per minute
 - 8 multi-vector (phone, email) fraud attacks per minute

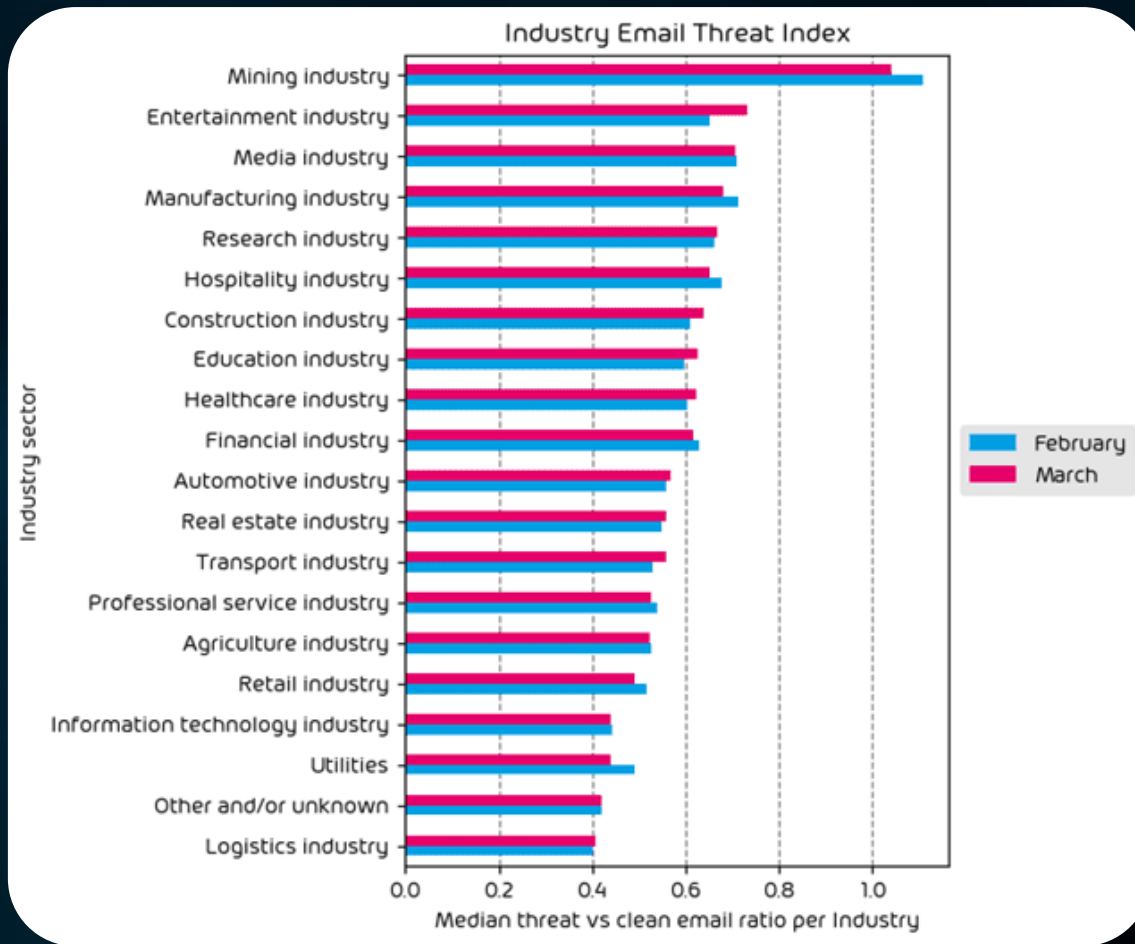


HORNETSECURITY



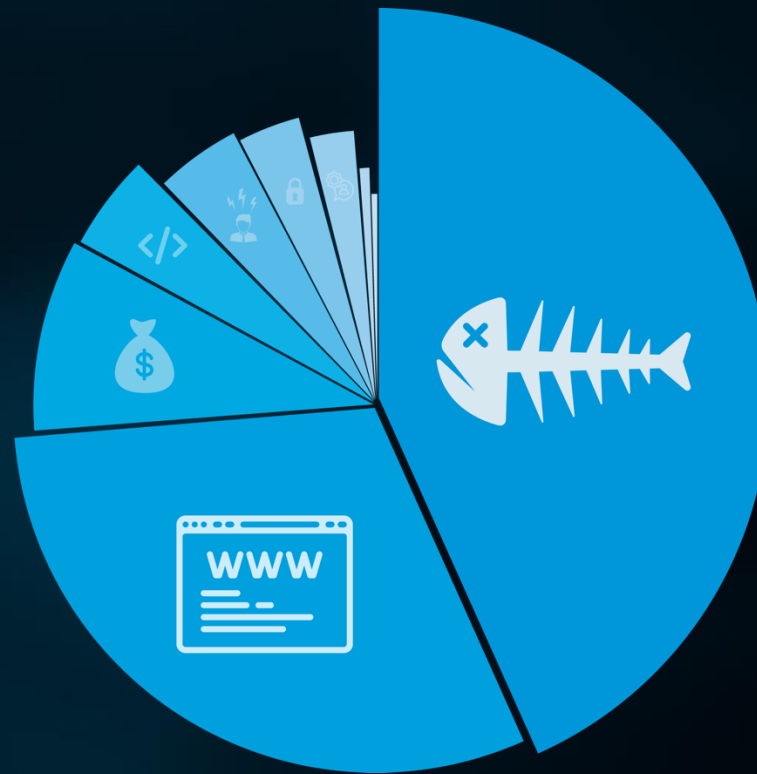
Fig. 1 & 2: Graphs of various email threats reported by the Hornetsecurity Security Lab

MOST TARGETED INDUSTRIES



HORNETSECURITY

THE MOST POPULAR ATTACK METHODS



43.3% Phishing

30.5% URL

9.1% Advance-fee scam

4.7% HTML

4.6% Extortion

3.5% Executable in Archive/Disk-image

2.7% Impersonation

1.0% Maldoc

0.6% PDF



HORNETSECURITY

Top Malware Families associated with botnet C&Cs

Rank	Malware Family	Description	Count of C&Cs Q4 2022	Count of C&Cs Q1 2023	% Change
#1	Cobalt Strike	(Commercial) Pentest Framework	2657	2182	-18%
#2	QakBot	Backdoor	1020	969	-5%
#3	RecordBreaker	Credential Stealer	89	889	+899%
#4	RedLineStealer	Remote Access Trojan (RAT)	497	417	-16%
#5	AsyncRAT	Remote Access Trojan (RAT)	90	380	+322%

- Cobalt Strike remains at the top spot with more than double the number of botnet C&Cs of QakBot at the second spot
- Cobalt Strike is a commercial pentest framework that threat actors abuse for malicious intent

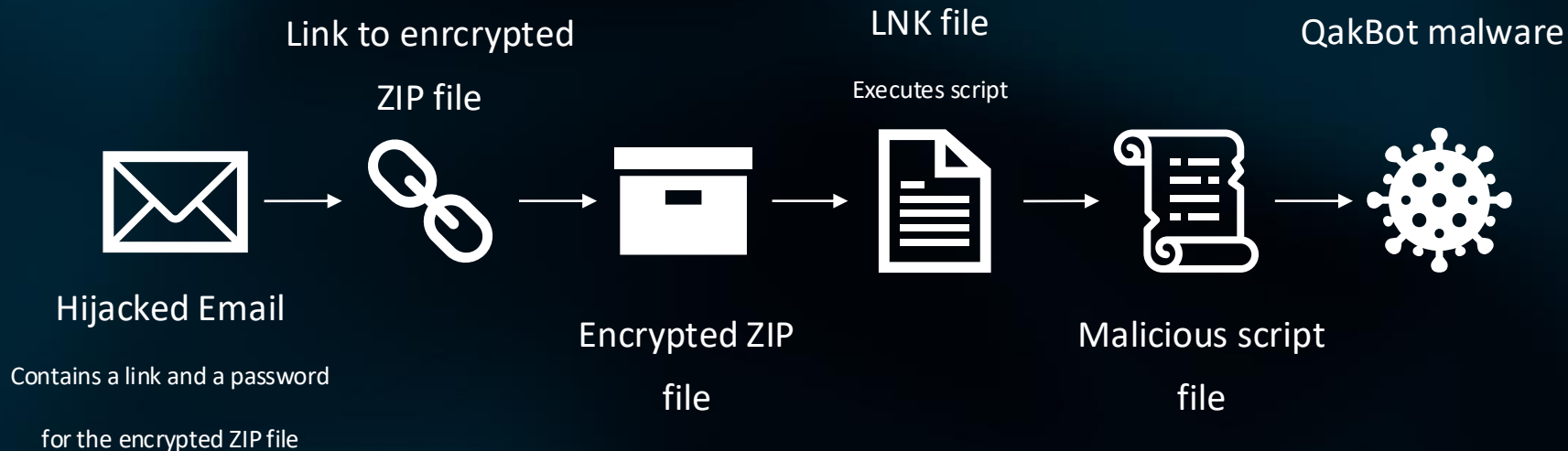


HORNETSECURITY

Highlight: QakBot Malware Delivery

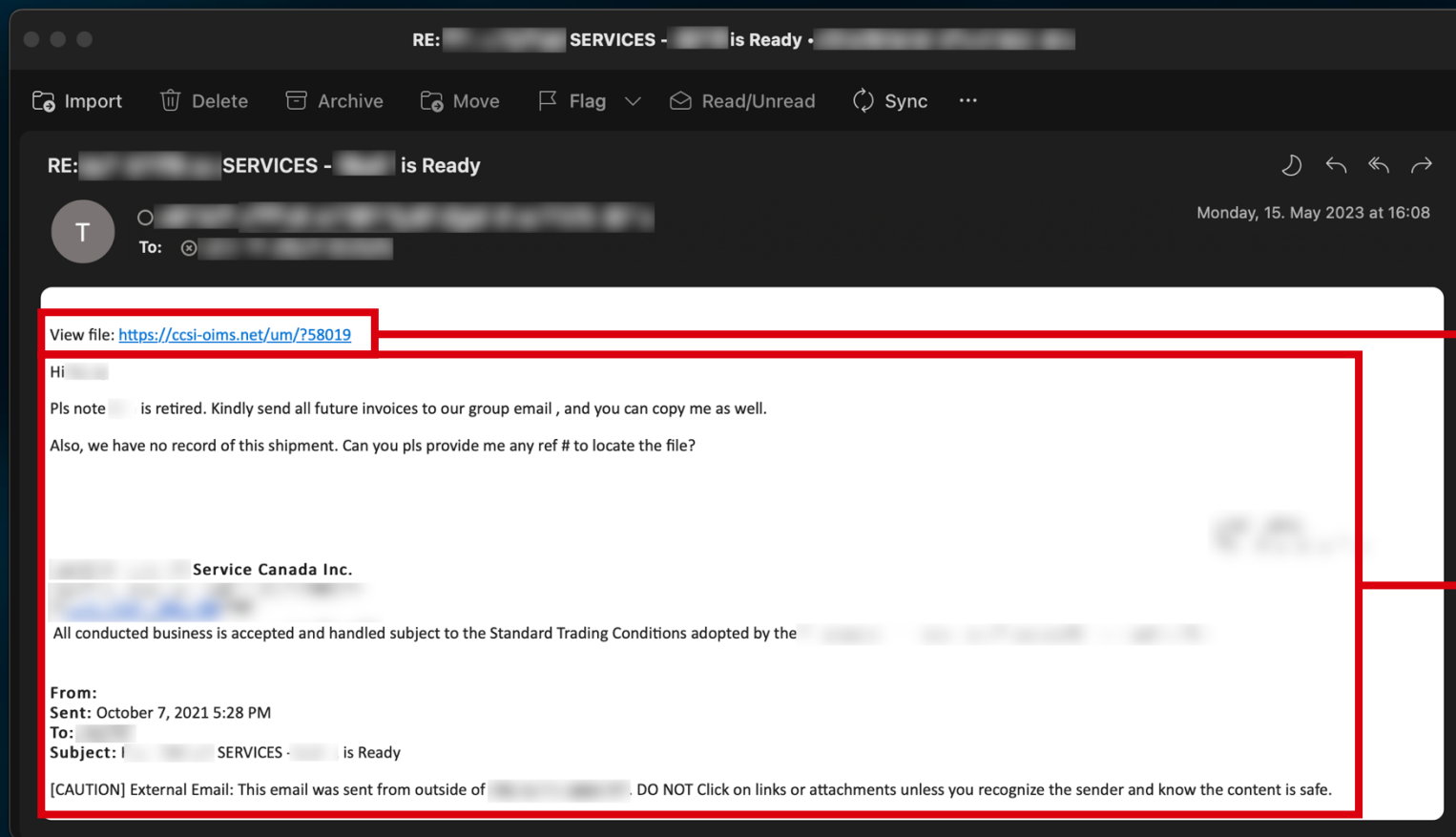
QakBot started as a banking trojan more than a decade ago, is now a multi-purpose modular malware. Features:

- Reconnaissance
- Lateral Movement
- Collection and exfiltration of information
- Delivery of additional payloads to infected systems, e.g., remote access trojans or ransomware



HORNETSECURITY

Highlight: QakBot Malware Delivery



QakBot URL

Hijacked Email Content

- QakBot exfiltrates locally saved emails and contact addresses to use them in phishing attacks
- Attacks occur through malicious attachments or URLs with up to or more than thousand newly compromised websites per phishing campaign



HORNETSECURITY

Highlight: QakBot Malware Delivery



Adequate protection against sophisticated malware with Hornetsecurity's Advanced Threat Protection, 365 TB / VMB v9, and Security Awareness Service

- Anomaly detection: Employing advanced AI, Hornetsecurity detects unprecedented and emerging phishing campaigns via email clustering.
- Malicious Document Decryption: Automatic decryption of encrypted harmful attachments by identifying password strings in emails, enabling detailed analysis.
- Sandbox: Dynamic behavioural analysis in a safe and secure Windows environment
- Secure Links: Ensure safety with Time-Of-Click security against harmful web links.
- Security Awareness Service: Heightens user awareness of suspect emails
- 365 TB & VM Backup: Always the last line of defense for data recovery



HORNETSECURITY

HORNETSECURITY'S FIRST CLASS SERVICES

NEXT-GEN SECURITY FOR MICROSOFT 365

SECURITY - BACKUP – COMPLIANCE – SECURITY AWARENESS



HORNETSECURITY

CLOUD SERVICES
FOR MICROSOFT 365

M365 SUITE

365  365 TOTAL PROTECTION BUSINESS (PLAN 1)

365  365 TOTAL PROTECTION ENTERPRISE (PLAN 2)

365  365 TOTAL PROTECTION ENTERPRISE BACKUP (PLAN 3)

365  365 TOTAL PROTECTION COMPLIANCE & AWARENESS (PLAN 4)

GOVERNANCE, COMPLIANCE & RISK

365  365 PERMISSION MANAGER

365  AI RECIPIENT VALIDATION

BACKUP & RECOVERY

365  365 TOTAL BACKUP

SECURITY

365  365 EXTENDED EMAIL PROTECTION

SECURITY AWARENESS

365  SECURITY AWARENESS SERVICE

GENERAL SERVICES

EMAIL SECURITY & ENCRYPTION

 ADVANCED THREAT PROTECTION

 SPAM & MALWARE PROTECTION

 EMAIL ENCRYPTION

EMAIL COMPLIANCE & PRODUCTIVITY

 CONTINUITY SERVICE

 SIGNATURE & DISCLAIMER

 EMAIL ARCHIVING

BACKUP & RECOVERY

 VM BACKUP

SECURITY AWARENESS

 SECURITY AWARENESS SERVICE

WEB SECURITY

 WEB FILTER

HOSTED MAILBOX

 HORNET.EMAIL



CUSTOMER PAIN POINTS



Effectiveness of services

Unreliable, ineffective
services

Feature limitations



Administrative effort

Managing different permissions,
certificates & access rights

Non-automated services

Low usability for end customers;
disruption of workflow



Too many tools

Multiple tools to cover all
security aspects

High maintenance effort



HORNETSECURITY

CUSTOMER PAIN POINTS



Compliance

GDPR, GoBD, HIPAA, etc.
make it difficult to be
compliant, especially in
terms of email archiving,
disclaimers and encryption



Administrative effort

Administrative effort
regarding archiving
storage rules, certificate
management



Data Security

Data storage in public clouds
raises concerns regarding
data security



HORNETSECURITY

PARTNER PAIN POINTS



Support

Outsourced technical
support teams

Support in foreign languages



Billing

Difficult billing & licensing
models

Complicated billing
overviews



Tools & interfaces

Impractical interfaces to
manage customers,
certificates & more



HORNETSECURITY

PARTNER PAIN POINTS



Limits within services

Inflexible services
Non-scalable services
Feature limitations



Compliance

GDPR, GoBD, HIPAA etc.
make it hard to be
compliant, especially in
terms of email archiving,
disclaimers and encryption



Data Security

How is customer data backed
up, how big are the efforts



HORNETSECURITY

EMAIL COMPLIANCE REQUIREMENTS



HIPAA: US Law "Health Insurance Portability and Accountability Act"

- Protection of PII (personally identifiable information) maintained by healthcare and healthcare insurance industries
- PII needs to be protected from fraud and theft



CAN-SPAM: US standard for commercial emails

- Email requirements to protect recipients
- No misleading header information, no deceptive subject lines
- Valid physical addresses need to be included



HORNETSECURITY

2 DATA CENTERS
CANADA

CANADA OFFICE
MONTREAL

US OFFICES
WASHINGTON D.C.

1 DATA CENTER
USA

1 DATA CENT
UK

UK OFFICE
READING & BR

SPAIN OFF
MADRID & BAR

1 DATA CENTER
SPAIN

EMAIL COMPLIANCE REQUIREMENTS

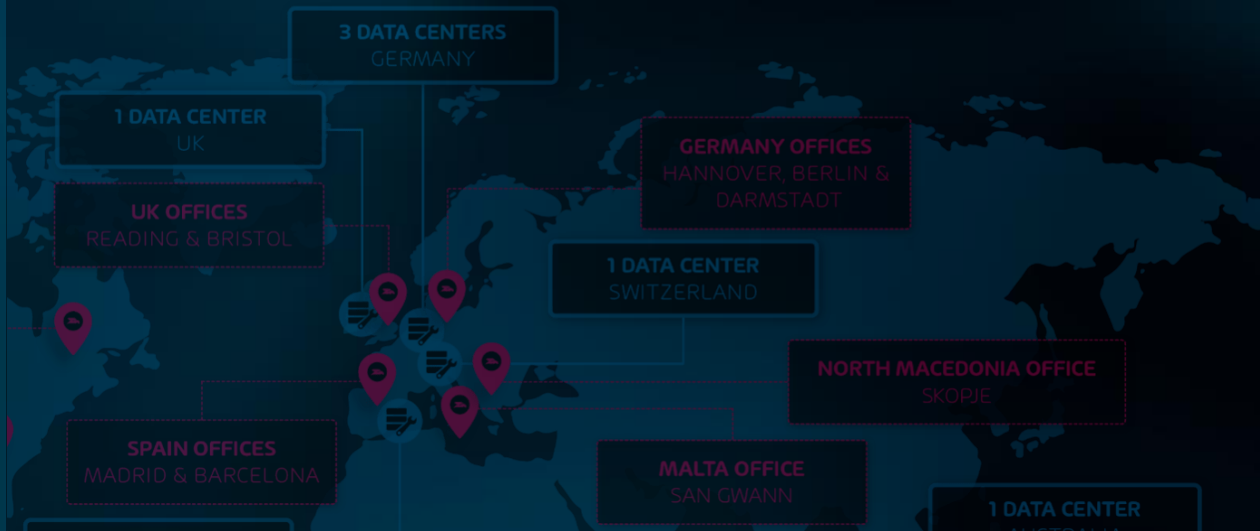


GDPR: European Union's Information Security Framework

- Email marketing: Opt-in consent from data owner before sending them marketing activities
- If requested, the data of its owner needs to be deleted from a company's system
- Maintaining high level IT-security
- Confidentiality safeguards across communications for example via encryption methods



HORNETSECURITY



EMAIL COMPLIANCE REQUIREMENTS



GoBD: Principles for proper keeping and storage of books, records and documents in electronic form and for data access (applies for Germany)

- Emails must be archived unchanged and be retrievable at short notice
- Emails must be able to be displayed and printed exactly as they were received
- It must be possible to restore the original email by means of documentation in the event of changes in the organization and structure of the archive

10 YEARS

- INVOICES & ACCOUNTING VOUCHERS
- INVENTORIES
- BALANCE SHEETS & FINANCIAL STATEMENTS
- ORGANISATIONAL DOCUMENTS

6 YEARS

- BUSINESS & COMMERCIAL CORRESPONDENCE

4 YEARS ≤

- ALL OTHER DOCUMENTS



HORNETSECURITY

HORNETSECURITY'S DATA CENTER CERTIFICATIONS

EU:

- MK Netzdienste certificate (HZ01): DIN50600-2019 is valid till 11-2024 (EN & DE)
- Hostway certificate (HZ02): ISO27001 is valid till 03-2026
- Interxion certificate (HZ03): ISO27001 is valid till 07-2026
- Claranet, Barcelona (HZ07): ISO27001 valid till 10-2025 and SI-0002-2005, valid till 10-2026
- Hornetsecurity S.L., Spain, ENS certificate, valid till 18.01.2026

UK:

- Virtus, London (HZ09): ISO20000:2018, ISO27001:2013, ISO50001:2018, ISO9001:2015, valid till 05-2024

CA:

- Leaseweb (formerly INAP) (HZ11, Canada) SOC 2, valid till 09-2024

US:

- Several Atlantic Metro certificates (HZ05): SOC 1 Typ 1 & ISAE 3402 (valid till 05-2024), SOC 2 Typ 2 (valid till 05-2024), HIPAA (05-2024)ISO27001 (valid till 11-2024)

AU:

- AWS Sydney (HZ04): ISO27001 is valid till 10-2025, ISO9001 is valid till 11-2025



HORNETSECURITY

PAIN POINT RELIEF

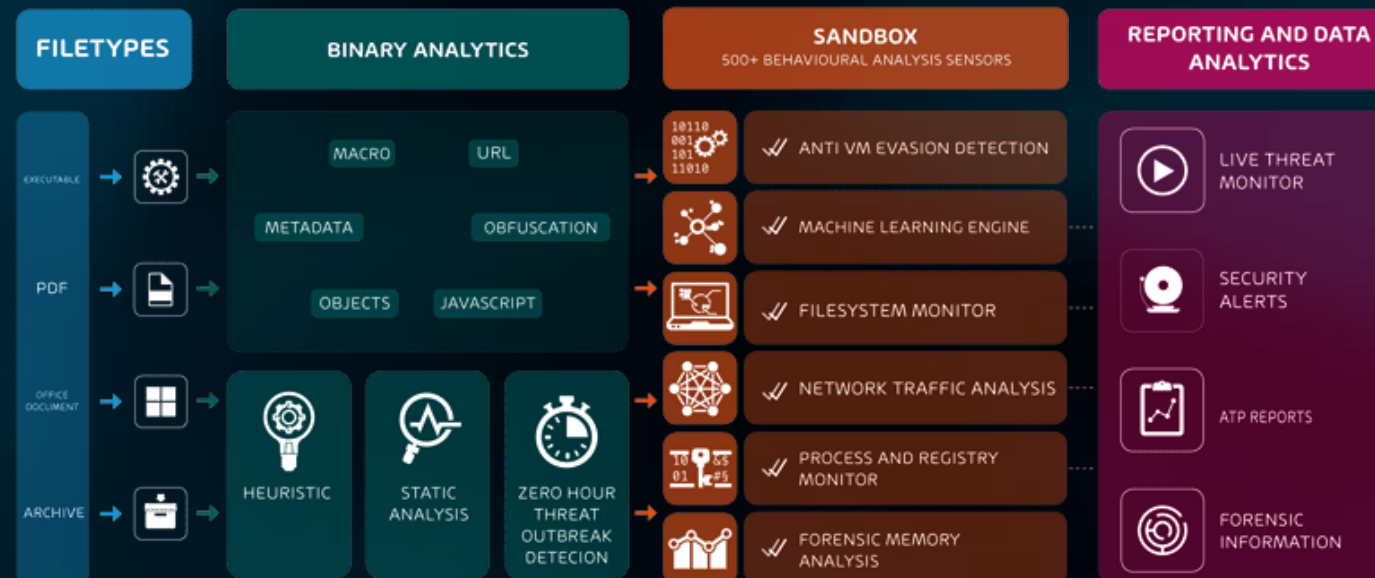


Next-Gen Service Portfolio

- ▶ Highest detection rates on the market: 99.9% spam & 99.99% virus detection
- ▶ AI-based filter mechanisms to detect emerging threats
- ▶ A seamlessly integrated solution with easy onboarding



HORNETSECURITY



PAIN POINT RELIEF



- IT security made easy

- The fully managed cloud services are supported by Hornetsecurity 24/7 throughout the year

- User-friendly interface

- One single console enables central management of users, access rights and more – for partners and end customers
- No technical trainings needed to work with the intuitive console

- Solutions that are flexible and scalable

- Cloud-based services offering highest flexibility
- Regardless of the number of users



HORNETSECURITY

PAIN POINT RELIEF



• Tailored Services

- 365 Total Protection suite is designed specifically for Microsoft 365 and integrates seamlessly for quick and easy onboarding

• Compliance & data security

- Hornetsecurity's Email Encryption, Archiving and Signatures & Disclaimers enable setting rules and filters for storage durations, encryption methods and the creation of companywide compliant signatures and disclaimers
- Partners can choose from several secured, redundant regional data centers where their customers' data is stored



HORNETSECURITY

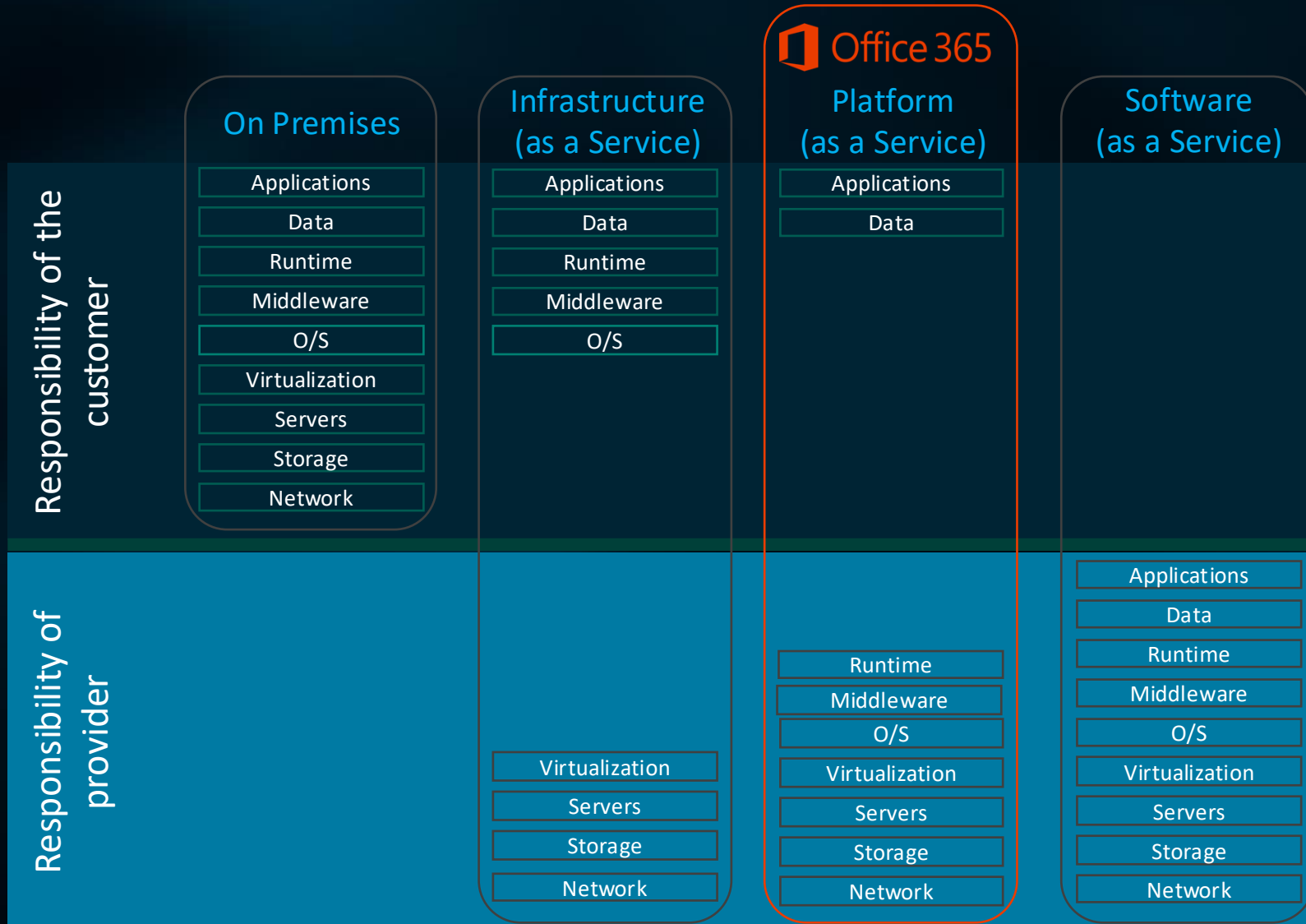
365 TOTAL PROTECTION

NEXT-GEN SECURITY FOR MICROSOFT 365



HORNETSECURITY

O365 IS OFFERED AS “PLATFORM AS A SERVICE”

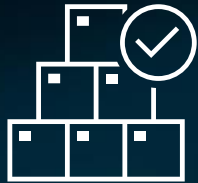


Microsoft offers O365 as Platform as a Service, meaning Security, Backup, Data & Compliance are the customer's responsibility.

MICROSOFT 365 HAS NEVER BEEN MORE PROTECTED



HORNETSECURITY



The widest range of M365 security features in one package, in one license



Specifically designed for and seamlessly integrated with M365



No hardware
No software
No maintenance

365 TOTAL PROTECTION SUITE PLANS

NEXT-GEN SECURITY, BACKUP, COMPLIANCE & SECURITY AWARENESS FOR MICROSOFT 365



365 TOTAL PROTECTION PLAN 1 - BUSINESS

BUSINESS



SPAM &
MALWARE
PROTECTION



EMAIL
ENCRYPTION



EMAIL
SIGNATURES
& DISCLAIMERS

- ▶ Fast and easy onboarding
- ▶ Seamlessly integrated with M365
- ▶ Advanced Microsoft 365 security
 - ▶ Spam and Malware Protection
 - ▶ Email Encryption
 - ▶ Email Signatures & Disclaimers



HORNETSECURITY

365 TOTAL PROTECTION PLAN 2 - ENTERPRISE

BUSINESS



ENTERPRISE



- Premium next-gen Microsoft 365 security
 - 365 Total Protection Business features +
 - Advanced Threat Protection
 - Email Archiving
 - Email Continuity



HORNETSECURITY

365 TOTAL PROTECTION PLAN 3 – ENTERPRISE BACKUP



HORNETSECURITY

BUSINESS	ENTERPRISE	BACKUP
 SPAM & MALWARE PROTECTION	 ADVANCED THREAT PROTECTION	 BACKUP & RECOVERY OF MAILBOXES & TEAMS
 EMAIL ENCRYPTION	 EMAIL ARCHIVING	 BACKUP & RECOVERY OF ONEDRIVE & SHAREPOINT
 EMAIL SIGNATURES & DISCLAIMERS	 EMAIL CONTINUITY	 BACKUP & RECOVERY OF ENDPOINTS

- Complete email security and backup for M365
 - 365 Total Protection Enterprise features +
 - Backup & recovery of
 - M365 mailboxes
 - Teams chats
 - SharePoint document libraries
 - Windows-based endpoints

365 TOTAL PROTECTION PLAN 4 – COMPLIANCE & AWARENESS



HORNETSECURITY



Next-gen Email Security, Backup, Compliance/Permission Management,
Security Awareness & AI Recipient Validation for Microsoft 365

SINGLE SIGN ON

- Login made easy with Single Sign On
- 365 Total Protection offers a secure and, above all, simple authentication with Single Sign On within Microsoft
- All users with a valid license of Microsoft 365 can easily authenticate with their user data in Hornetsecurity's product, without having to maintain additional separate login data
- Step towards centralized access management
- After a successful authentication, no further login is necessary for a certain period of time



HORNETSECURITY

MAILBOX MIGRATION TOOL



HORNETSECURITY

MAILBOX MIGRATION TOOL



MAILBOX
MIGRATION TOOL

- Migration from on premises exchange to Microsoft 365 as a part of the 365 TPE or 365 TPEB onboarding process
- Why?
 - Some customers want to use 365 Total Protection but still have their emails stored on premises
 - Migration of emails is a sensitive topic, as customers are afraid of losing data and costs
 - MMT is a tool that migrates mailboxes automatically after the proper setup



HORNETSECURITY

MAILBOX MIGRATION TOOL - FACTS

- Migrates on premises emails, contacts and appointments



- Comfortable: Updates on status changes are sent during the entire migration process
- Easy and timesaving: Migration can be started with a few clicks and runs automatically
- Safe and protected:
 - Migration is continuously monitored for errors – if one occurs, users get notified
 - DeltaSynch feature prevents duplicate emails
 - All data, that has accumulated in the source system during the migration process is subsequently transferred



HORNETSECURITY

MAILBOX MIGRATION TOOL - FACTS

Before the migration, you need to:

- Select the plan you want to use later: 365 Total Protection Enterprise or 365 Total Protection Enterprise Backup (Not sure which one to choose? [Click here!](#))
- Set up your future M365 tenant
- Have your Exchange and M365 admin credentials at hand



HORNETSECURITY

MIGRATE TO THE CLOUD IN THREE EASY STEPS



1

ENTER
SERVER DATA

2

VALIDATION

3

MIGRATION

365 TOTAL BACKUP



HORNETSECURITY

365 TOTAL BACKUP



HORNETSECURITY



365 TOTAL
BACKUP



Mailbox, Teams,
OneDrive and
SharePoint
backups



Easy search
and recovery



Hassle-free,
unlimited
storage



Centralized
management



24/7
support



One
all-inclusive
fee

365 TOTAL BACKUP

- ▶ Ransomware protection

- ▶ All backups are stored in Hornetsecurity's infrastructure, independent of Microsoft

- ▶ Secure, redundant data centers located around the world

- ▶ Storage locations can be selected

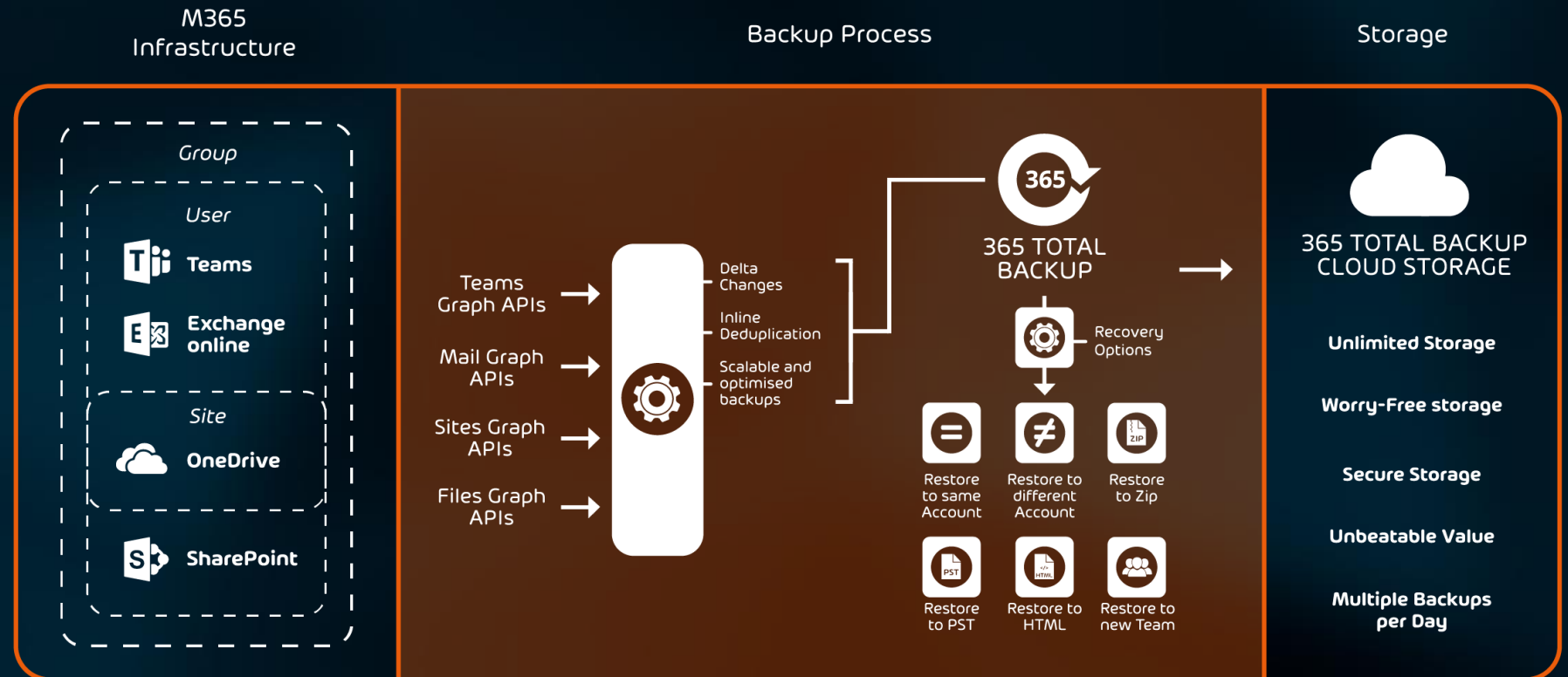
- ▶ Backups are immutable and cannot be deleted or altered by any external parties. Backup Data deletion can only be affected by administrative accounts within 365 Total Backup itself



HORNETSECURITY



365 TOTAL BACKUP



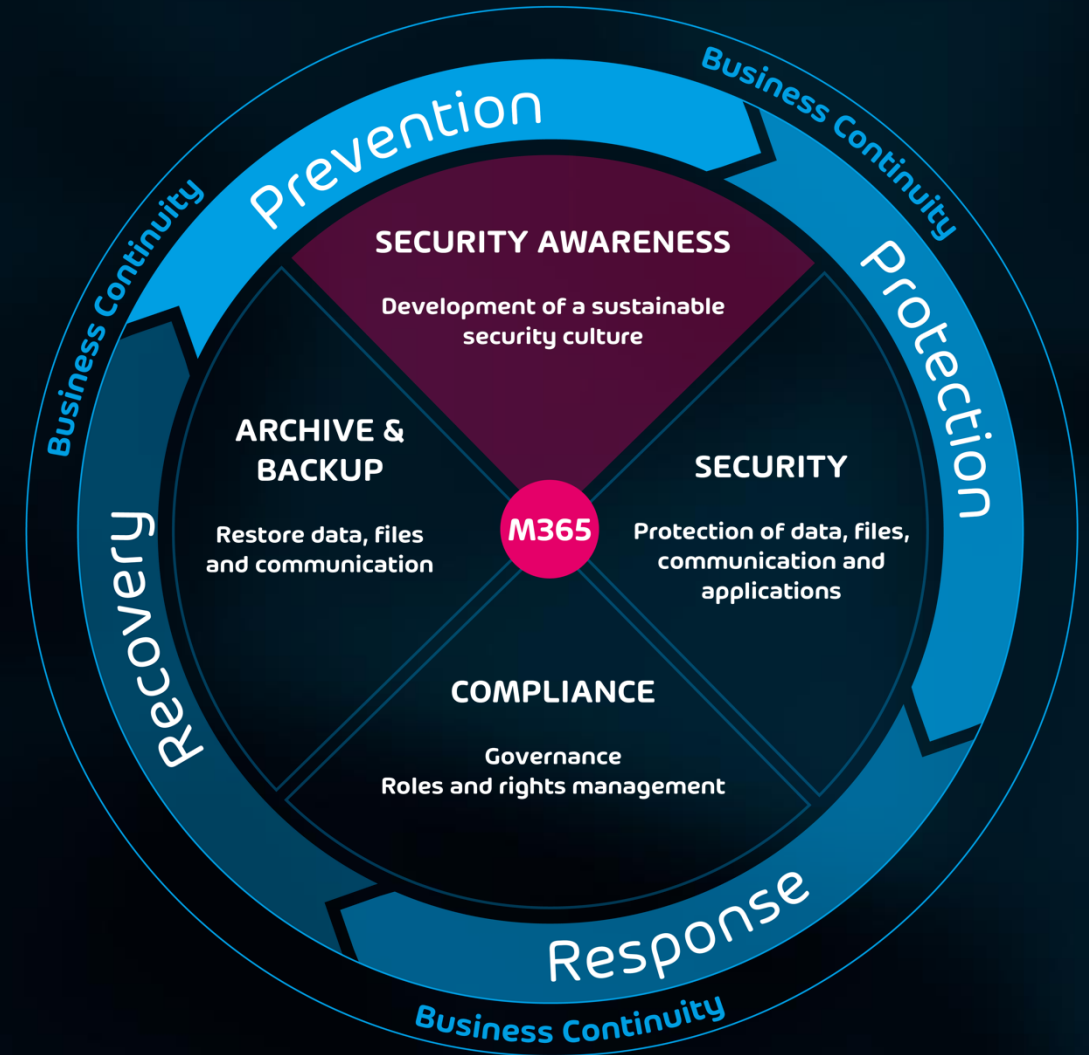
SECURITY AWARENESS SERVICE

STRENGTHEN YOUR HUMAN FIREWALL



HORNETSECURITY

NEXT-GEN SECURITY AWARENESS SERVICE



SECURITY AWARENESS SERVICE IS ESSENTIAL



"I'm not going to be attacked anyway."
Maria (28) — HR Manager

"Our IT is already taking care of that."

Roland (41) — Controller



"I have more important things to do than worry about IT security."

Gabi (54) — Head of Sales



Working from home will continue to become more prevalent

95% of all cyber security incidents are caused by human error.

Source: World Economic Forum - The Global Risks Report 2022



IT security:
Humans are risk factor
No. 1



HORNETSECURITY

REQUIREMENTS FOR A SUSTAINABLE SECURITY CULTURE



HORNETSECURITY

MINDSET

Motivation and open communication

- Understanding of threat situation
- Emphasize personal responsibility



Communication aids for all stakeholders

SKILLSET

Acquire skills and knowledge

- Phishing-Simulation
- E-Learning
- Short Videos



Awareness Materials

TOOLSET

Actively get involved in taking action

- Live-Dashboard
- Incident reporting chains

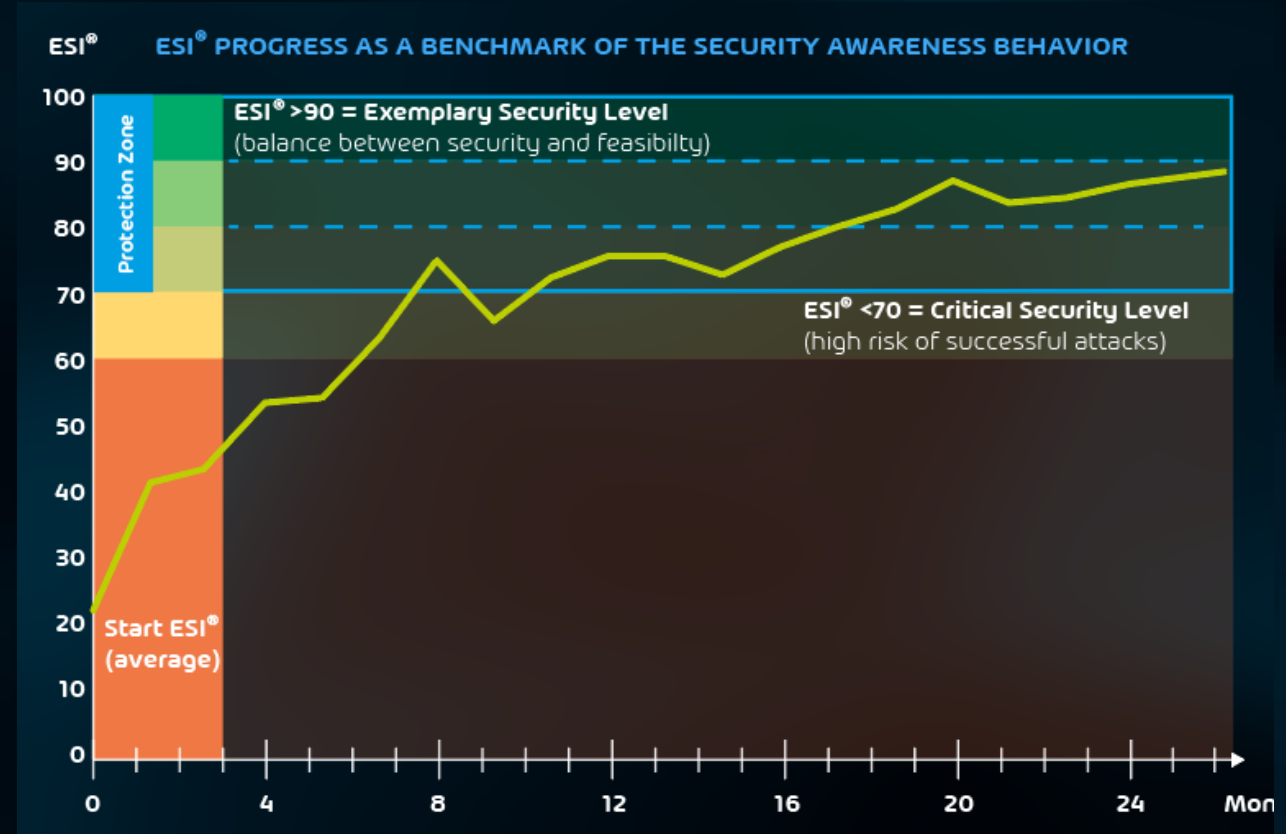


Reporter-Button
Outlook Add-In

ESI[®] - EMPLOYEE SECURITY INDEX

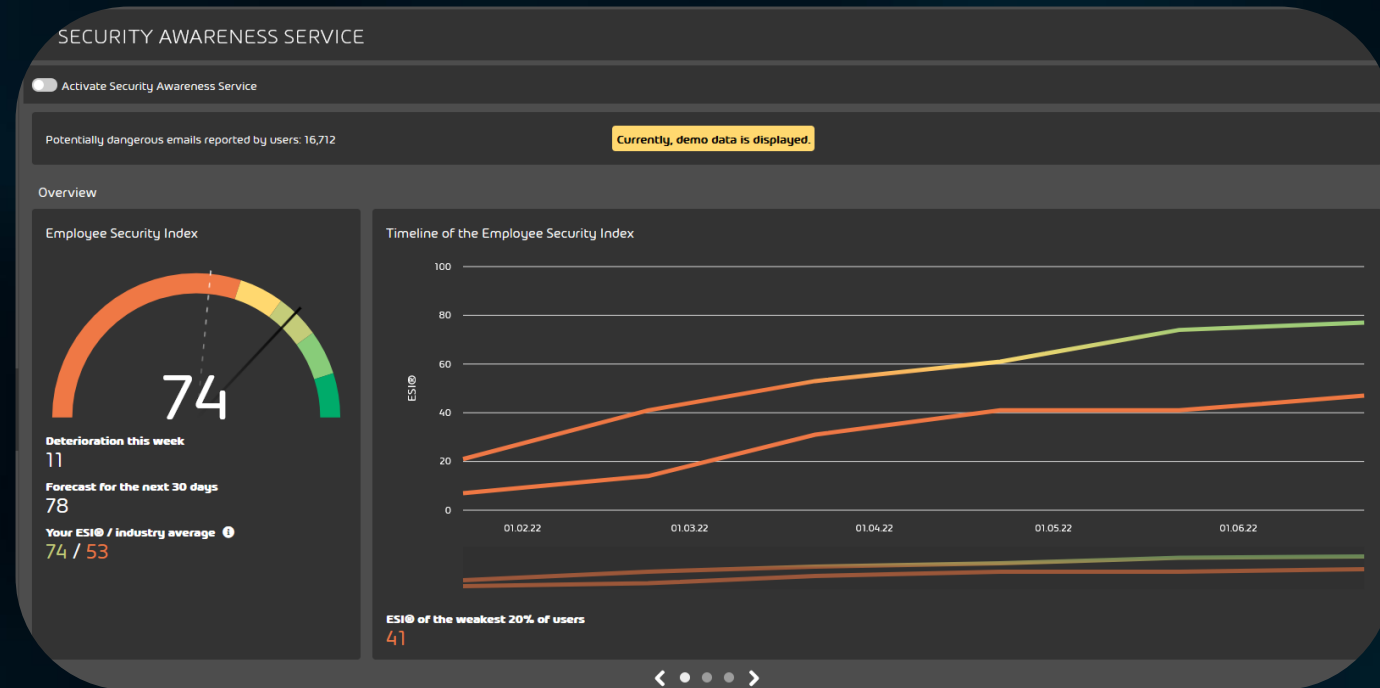
Measurable

- ESI[®] - A scientifically based and patented method to make employee security behavior measurable.
- The ESI[®] Awareness Benchmark enables standardized, transparent measurement and management of security behavior at the enterprise, group, and user levels.



AWARENESS DASHBOARD IN CONTROL PANEL

- Monitoring the development of the security awareness training
- ESI® - Reporting incl. history and forecast and Training KPIs
- Configure and customize awareness training to meet the needs of your organization

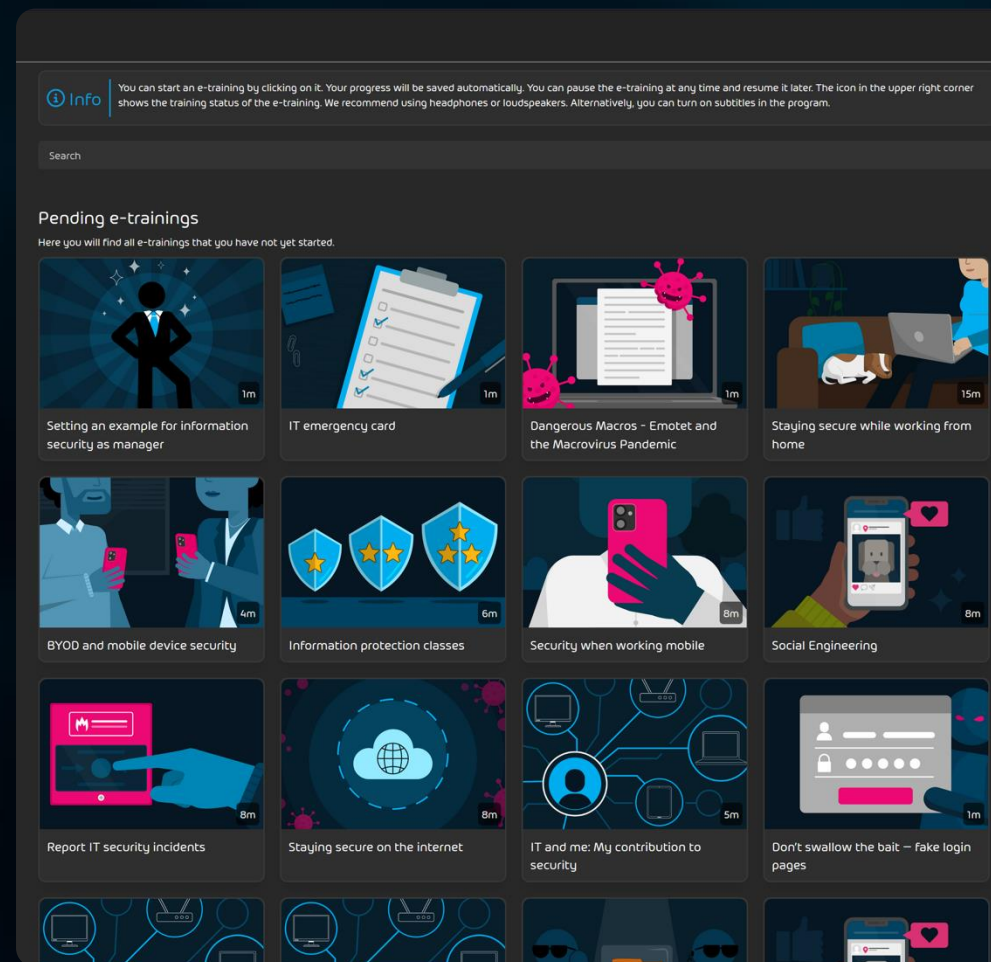


HORNETSECURITY

USER PANEL

CREATE A MOTIVATING LEARNING ENVIRONMENT FOR THE USERS

- Central access to all learning content
- Evaluation of the individual phishing simulation
- Gamification approach spurs users to "give their best"
- Learning content available in multiple languages



NEXT-GEN SECURITY AWARENESS SERVICE

Measurable - Effective - Realistic - Efficient

Fully automated and easy to implement!



Training on autopilot: The learning content is automatically rolled out to users and groups according to their needs - no one-size-fits-all approach.



Highest level of spear phishing simulation: individual and role-specific spear phishing emails incl. file attachments, fake websites - all generated and sent fully automatically.



Scientifically based ESI® benchmark: Don't just count click-through rates, measure and compare realistic security behavior.



Automatic onboarding of new users into awareness training.



HORNETSECURITY

365 PERMISSION MANAGER

ELEVATE YOUR COMPLIANCE FOR MICROSOFT 365



HORNETSECURITY

PRODUCT OVERVIEW

ELEVATE YOUR COMPLIANCE FOR MICROSOFT 365



**UNDERSTAND WHAT IS
SHARED AND HOW**

**CONFIGURE & MONITOR
SHARING POLICES**

**IDENTIFY VIOLATIONS &
DELEGATE AUDITS**



HORNETSECURITY

WHY DO YOU NEED 365 PERMISSION MANAGER?

Microsoft 365 provides a range of tools that can help your business work more efficiently, such as real-time collaboration on documents, the ability to access and work on documents from any device, and integration with other business tools and services.

But for CISOs & M365 administrators, it is a nightmare keeping track of who needs access to what and preventing Critical Data Leakage situations.



HORNETSECURITY



CHALLENGES IN MICROSOFT 365



HORNETSECURITY



Management of M365 Infrastructure

- Rapid growth of SharePoint, Teams, OneDrive and M365 Groups
- Jumping back and forth from one M365 portal to the next
- Complicated Permissions structure



Data Access

- Risky Default configurations
- No easy way to identify external sharing exposure
- Lack of Access Overview, only File by File
- Limited bulk permissions management options



Governance

- Complicated monitoring tools
- Lack of Reporting
- All or Nothing approach to restrictions
- Orphaned permissions & resources left behind

365 PERMISSION MANAGER - AUDIT LIFECYCLE

FROM SHARING TO AUDITED



HORNETSECURITY

365 PERMISSION MANAGER IN A NUTSHELL

FUNCTIONAL OVERVIEW

M365 Permission
Infrastructure

Easy-to-handle & effective M365 Permission Management

Achieve
Compliance

 **SharePoint** →

 **OneDrive** →

 **Teams** →

 **Groups** →



EXPLORE

Simplified
Permission View

Manage Item
Permissions

Perform Quick
Actions in Bulk



ALERTS

On Violations
of Compliance
Policies



REPORTS

User/Group
Access

Externally
Shared Content

Permission
Matrix Report



AUDIT

Action Violations
Against Compliance
Policies



HORNETSECURITY

365 PERMISSION MANAGER – MORE HIGHLIGHTS

More Highlights

365 Permission Manager meets your real-world compliance needs for M365:

- ✓ View permissions as a particular user or group
- ✓ Detailed access overview of user, group and nested group permissions
- ✓ Single click report generation
- ✓ Non-obstructive workflow to easy audit and revert permissions
- ✓ M365 Tenant Onboarding Wizard
- ✓ Attractive conditions for customers and partners



HORNETSECURITY

YOUR EMAIL RECIPIENTS MATTER

HOW TO STRENGTHEN YOUR CYBERSECURITY WITH
AI RECIPIENT VALIDATION



HORNETSECURITY

SHORT STORY: MISDIRECTED EMAILS CAN CAUSE SECURITY INCIDENTS AND COMPLIANCE VIOLATIONS



Emails are often sent in a rush, without paying attention to details and relying on "muscle memory"



This can result in sending emails to the wrong recipients



If a **misdirected email** contains sensitive information, this can lead to a compliance violation or be used for a data breach.



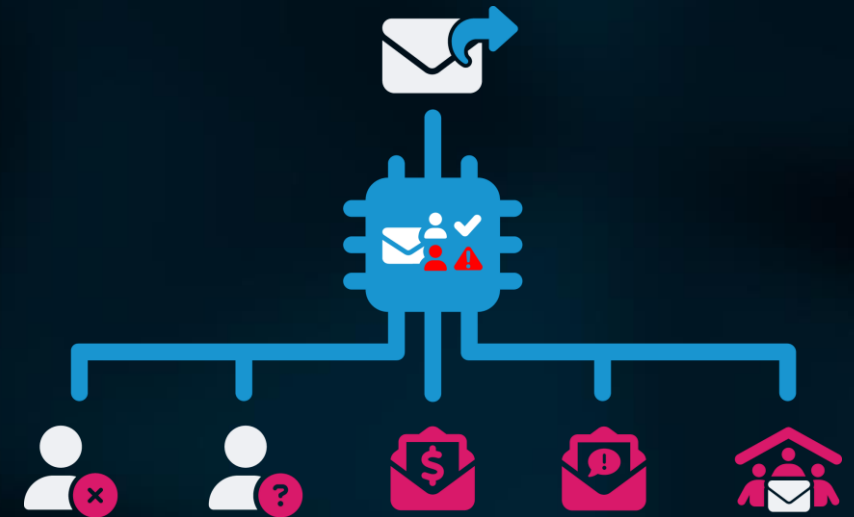
HORNETSECURITY

AIRV FEATURES AT A GLANCE

REAL-TIME EMAIL ANALYSIS

AI Recipient Validation is an **AI-based, self-learning service** that continuously learns the user's email communication patterns in the background and warns the user in different instances, including:

- An unintended recipient is being addressed
- An email contains sensitive data like Personal Identifiable Information
- A user is about to reply to a large distribution list
- The email contains inappropriate language

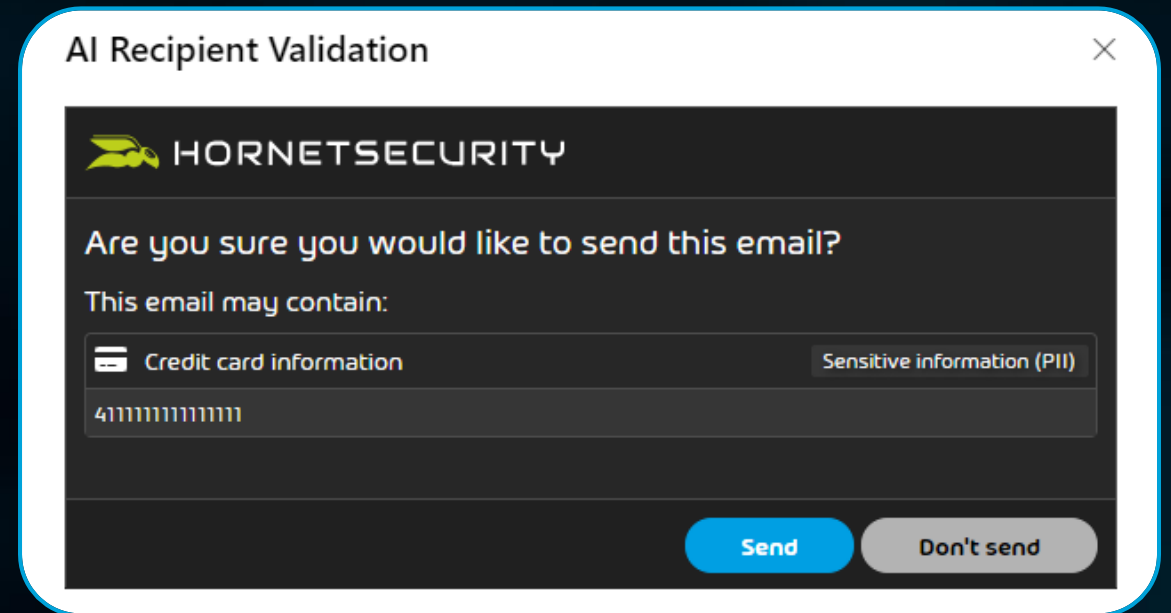


HORNETSECURITY

FEATURES AT A GLANCE

INSTANT FEEDBACK AND CHANCE FOR CORRECTION

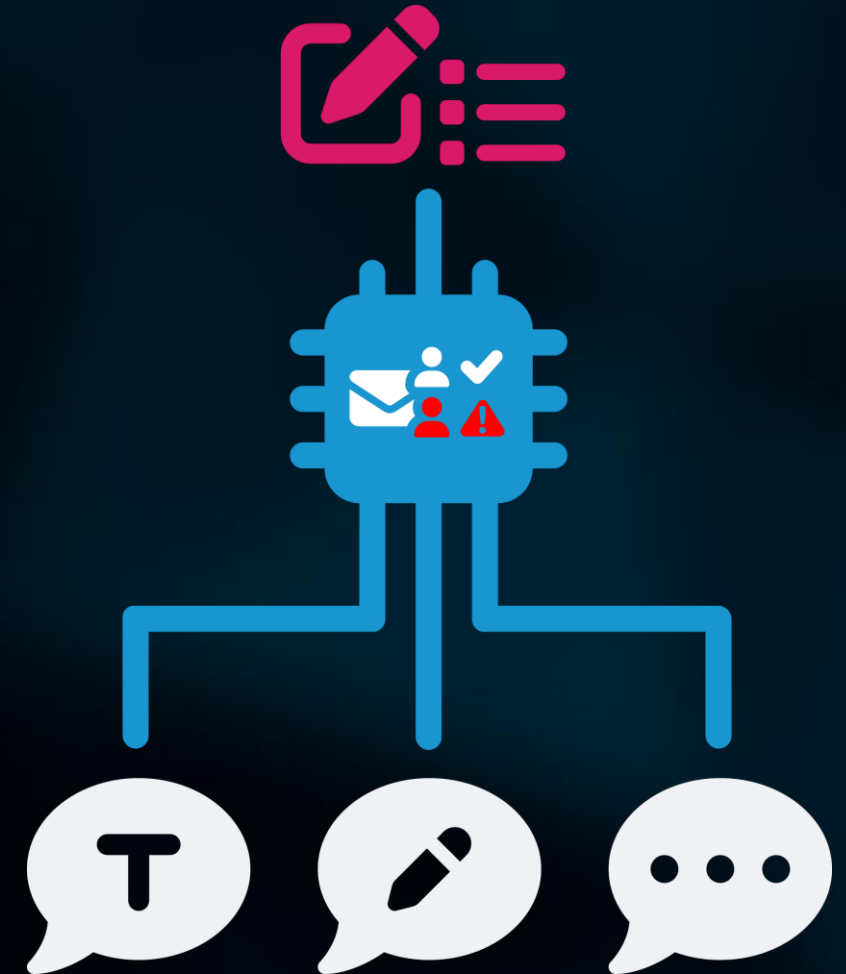
- Users are notified immediately when the email they are trying to send triggers a warning.
- A user then gets the chance to make corrections. However, in any case, the user won't be prevented from sending the email.



AIRV FEATURES AT A GLANCE

AI-BASED ADJUSTMENT MECHANISMS

- AI Recipient Validation factors in user behavior and responses to automatically adjust warnings and suggestions issued in upcoming communications.
- This prevents users from receiving similar warnings multiple times.



HORNETSECURITY

FEATURES AT A GLANCE

CLEAR OVERVIEW OF WARNING INSTANCES

AI Recipient Validation provides **security and compliance leaders** with a true visibility over how employees are handling and responding to preventing misdirected emails.

AI RECIPIENT VALIDATION - OVERVIEW ⓘ

☐ Activate AI Recipient Validation

AI Recipient Validation safeguards the end user by issuing a warning directly from the email client when the user is about to send a misguided email or one containing sensitive information.

13.12.2023 - 15.12.2023

☒ Select/deselect all ☒ Wrong recipients ☒ External communications ☒ Sensitive information (PII) ☒ Inappropriate content

EFFECTIVE WARNINGS

45

for the current selection



KEY BENEFITS

AI Recipient Validation suits you with the following advantages:



PREVENT DATA LOSS AND BREACHES:

AI-based self-learning service automatically warns employees of emails that could be misdirected due to human error.



COMPLIANCE MONITORING:

Allows security and compliance leaders to gain insights into how employees are handling data on email.



EFFORTLESS & EFFECTIVE:

Provides a hassle-free way to safeguard your employees from mishandling email data while complying to security policies.



HORNETSECURITY

GENERAL SERVICES



HORNETSECURITY

SPAM AND MALWARE PROTECTION



- ▶ Guaranteed highest detection rates on the market (99,9 % spam and 99,99 % virus detection)
 - ▶ Malware filters that are up to date
 - ▶ Incoming and outgoing emails are automatically scanned for malicious URLs
 - ▶ Unwanted attachments can be rejected or moved to quarantine
 - ▶ Outgoing emails are checked for spam and viruses to prevent sending malicious emails



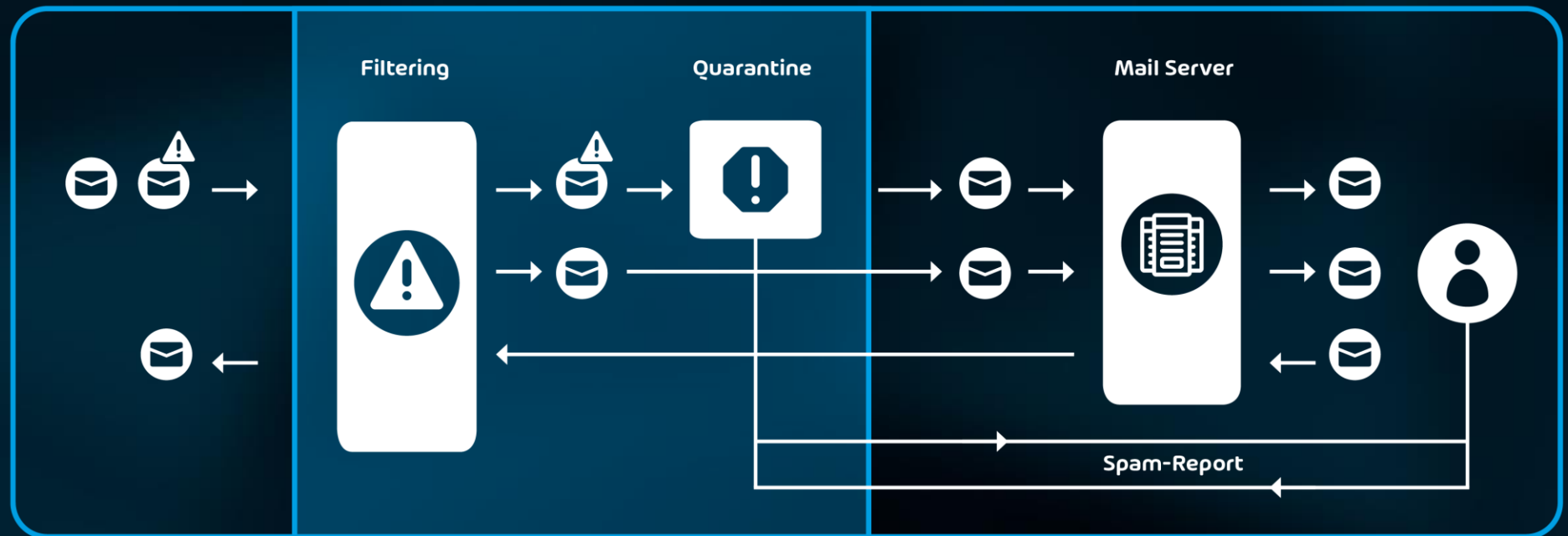
HORNETSECURITY

SPAM AND MALWARE PROTECTION

Sender/Recipient

Hornetsecurity

Customer



HORNETSECURITY

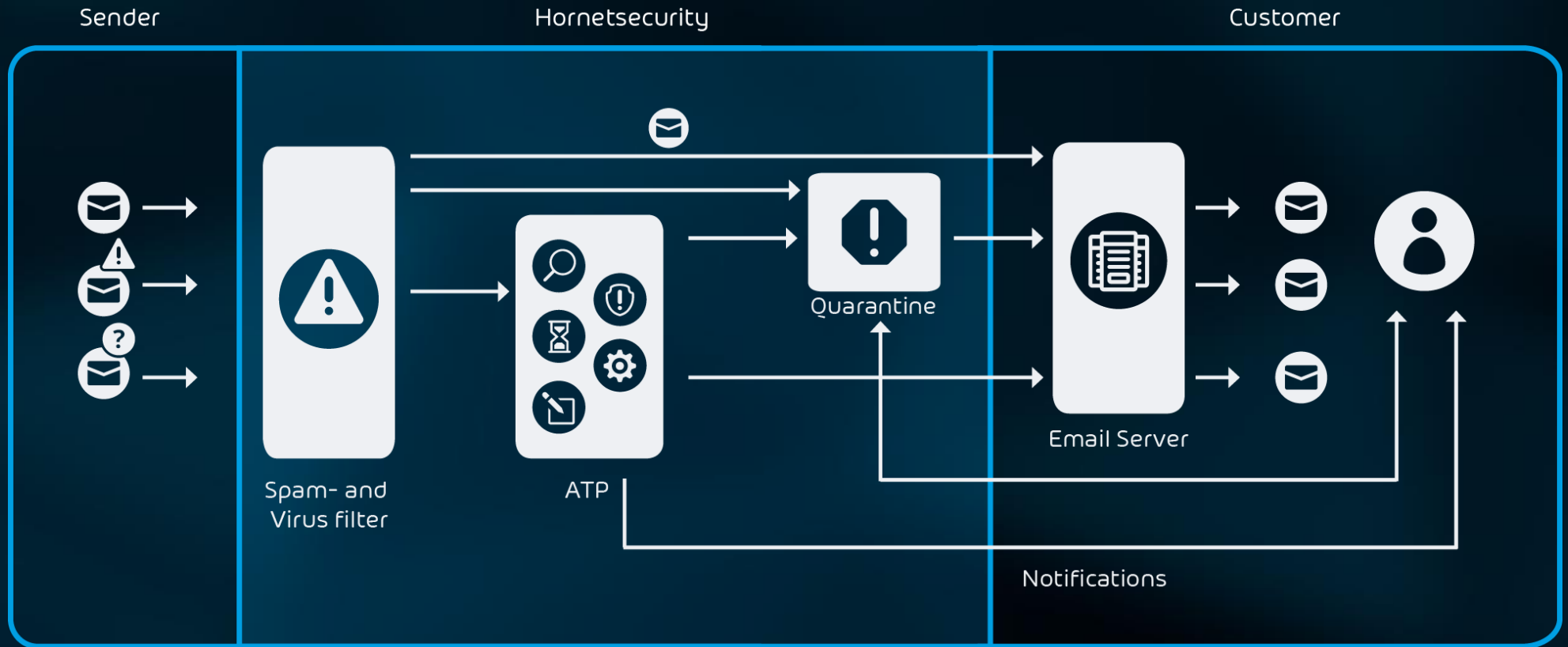
ADVANCED THREAT PROTECTION



**ADVANCED
THREAT
PROTECTION**

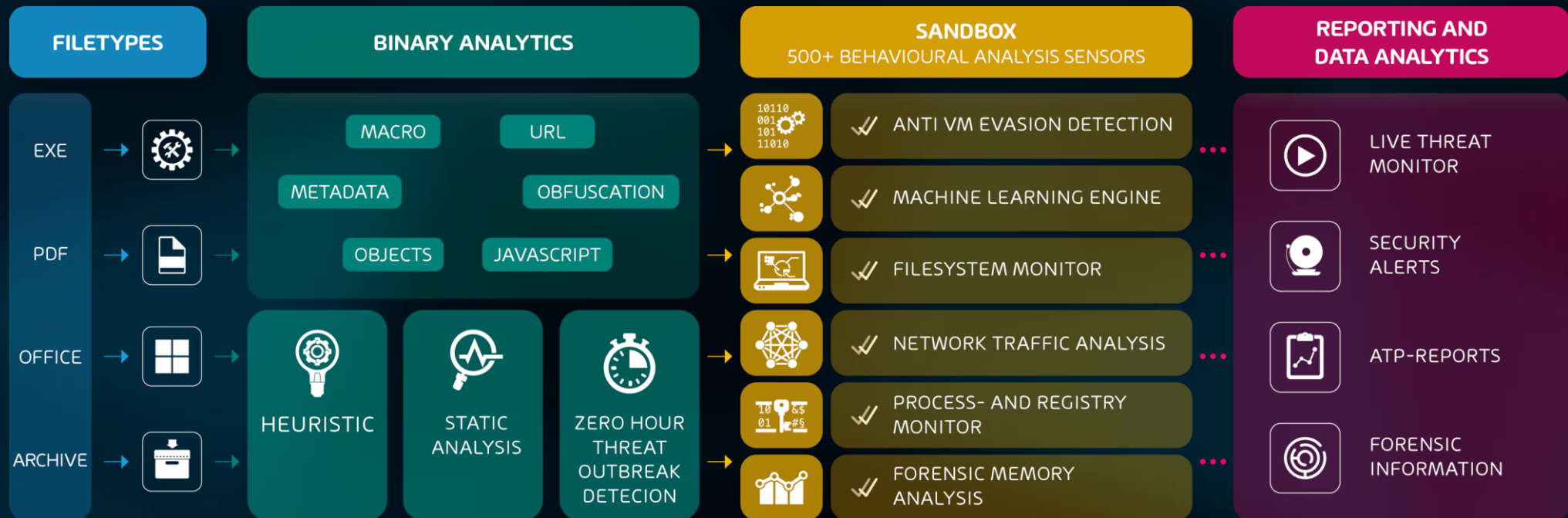
- ◉ Protects companies against targeted and individual attacks
 - ◉ AI-based Targeted Fraud Forensics:
 - ◉ Malicious Document Decryption
 - ◉ Real Time Alerts
 - ◉ Comprehensive threat analysis through a sandbox engine

ADVANCED THREAT PROTECTION



HORNETSECURITY

ADVANCED THREAT PROTECTION



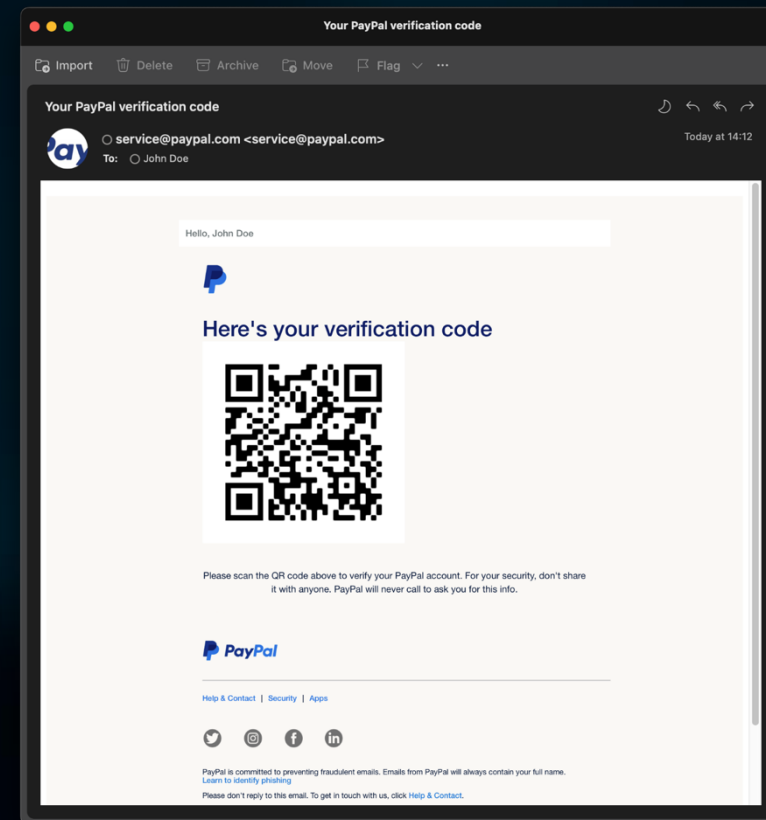
HORNETSECURITY

NEW ATP-FEATURE: THE QR CODE ANALYZER

- 👁 Cybercriminals increasingly use QR codes in emails to send malicious links to recipients

- 👁 Why is this problematic?

- 👁 Generating a QR Code is simple and can be used for phishing campaigns of all sizes
- 👁 Dramatic surge of 152% in the utilization of QR codes in 2022*
- 👁 The high adoption rate leads users not to suspect malicious cyber attacks behind QR codes
- 👁 Unsuspecting users must therefore be better protected



*Reference: <https://bitly.com/blog/wp-content/uploads/2022/07/Bitly-QR-Code-Index-H1-2022-Report.pdf>



HORNETSECURITY

THE QR CODE ANALYZER

- To be one step ahead of threat actors, we developed a feature which is able to do more than simply scanning QR codes
- QR Code Analyzer detects QR codes embedded in other images too
 - Attackers may start using this trick to circumvent simple QR code scanning apps
- Detects QR codes at light speed and can analyze different types, including URLs and texts
 - Supports all common image types such as GIF, JPEG, PNG and BMP



- Feature of ATP – a service that offers protection from all kinds of malware, ransomware, blended attacks and other threats delivered via email, and now also from malicious QR codes.



HORNETSECURITY

SECURE LINKS

- Protects users from malicious links in emails
- Replaces the original link with a rewritten version that goes through Hornetsecurity's secure web gateway
- Deep web scan:
 - Recursive scan of the target site
 - Follows links to look for malicious web resources
 - System blocks access to malicious sites and prevents hackers and cybercriminals from accessing a user's confidential data or infecting their computer with malware



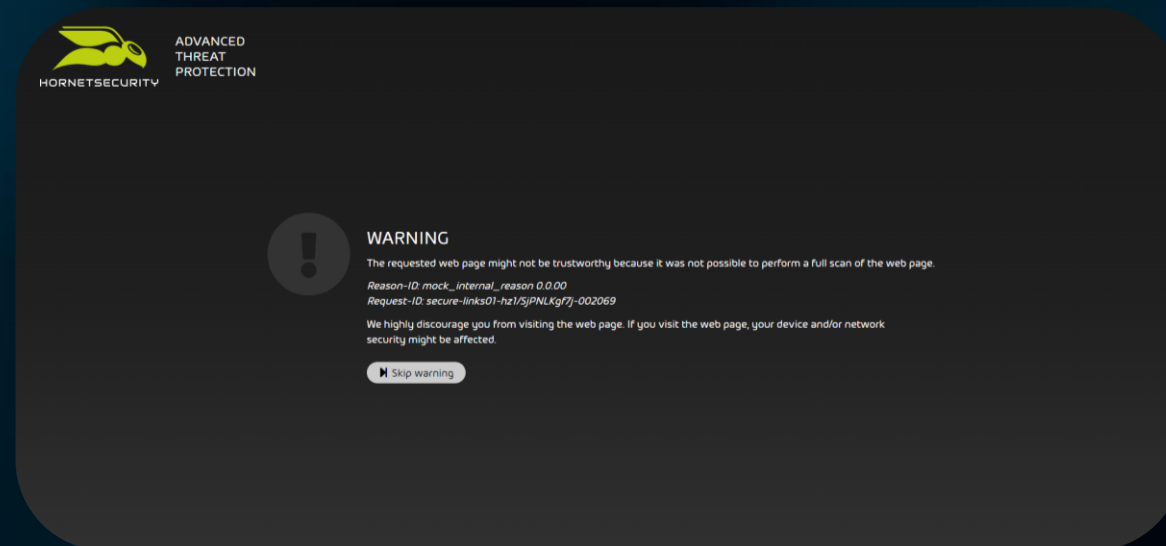
HORNETSECURITY

SECURE LINKS

- Step 1: Rewrites the URL in the received email – if the user hovers over the link, they can see the rewritten URL which leads to our secure web gateway.
- Step 2: Clicking the link initiates the recursive scan of the target site and all individual links.



HORNETSECURITY



SECURE LINKS

- Step 3: When malicious content is discovered, access to the target page is blocked.
- Step 4: If no malicious content is found, the user will be taken to the desired page.



- Secure Links is a part of Advanced Threat Protection and a revamp of URL Rewriting
- With new powerful algorithms and advanced scanning technology, it provides fast and reliable results



HORNETSECURITY

EMAIL ENCRYPTION



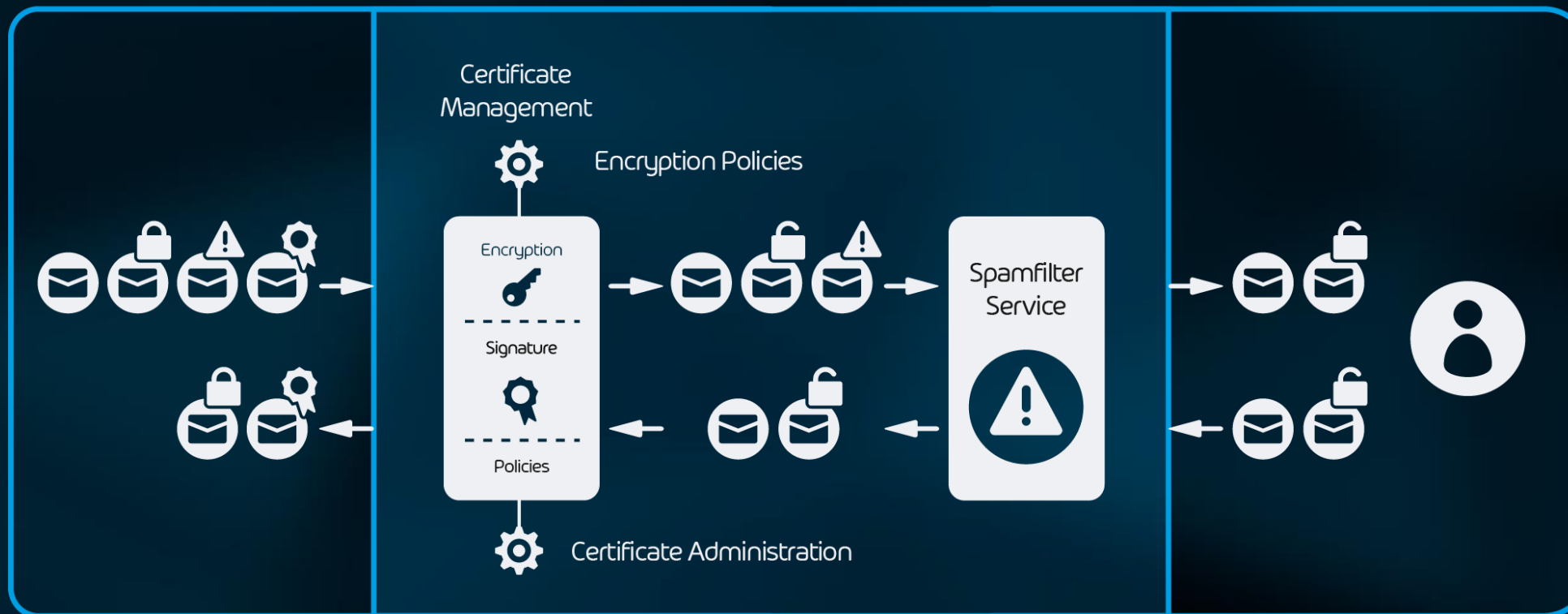
- ◉ Protects corporate email traffic from unauthorized third-party access
 - ◉ Support for all common encryption technologies
 - ◉ Test option for encryption suitability
 - ◉ Automatic certificate management and key storage
 - ◉ Individual setup and definition of encryption policies
 - ◉ Confidential communication via Websafe if the recipient cannot receive encrypted email

EMAIL ENCRYPTION

Sender / Recipient

Hornetsecurity

Customer



HORNETSECURITY

EMAIL CONTINUITY SERVICE



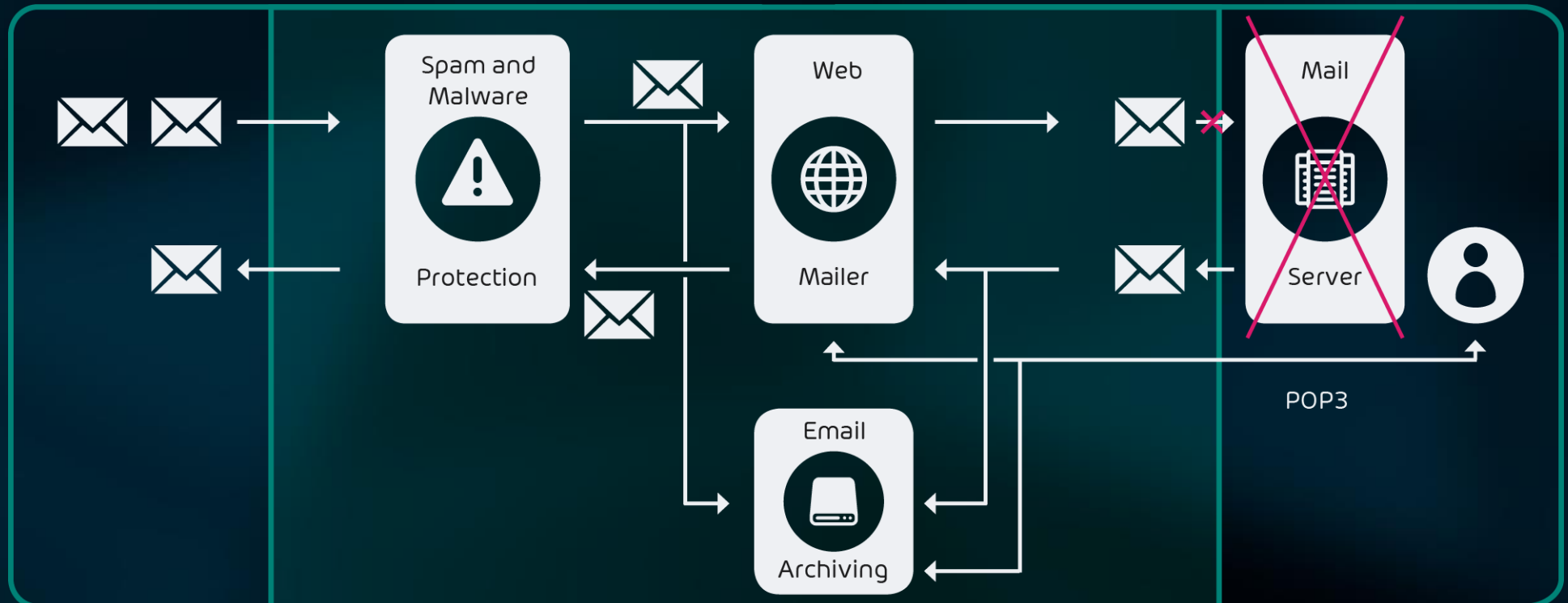
- ◉ Stand-by system that can be activated within seconds, enabling employees to continue to communicate smoothly
 - ◉ Automatic takeover in case of email server failure
 - ◉ Continuous access to emails with HS Webmailer
 - ◉ Storage of email traffic for 90 days
 - ◉ Automatic data synchronization
 - ◉ Selective deployment

EMAIL CONTINUITY SERVICE

Sender / Recipient

Hornetsecurity

Customer



HORNETSECURITY

EMAIL ARCHIVING



10 YEARS

- INVOICES & ACCOUNTING VOUCHERS
- INVENTORIES
- BALANCE SHEETS & FINANCIAL STATEMENTS
- ORGANISATIONAL DOCUMENTS

6 YEARS

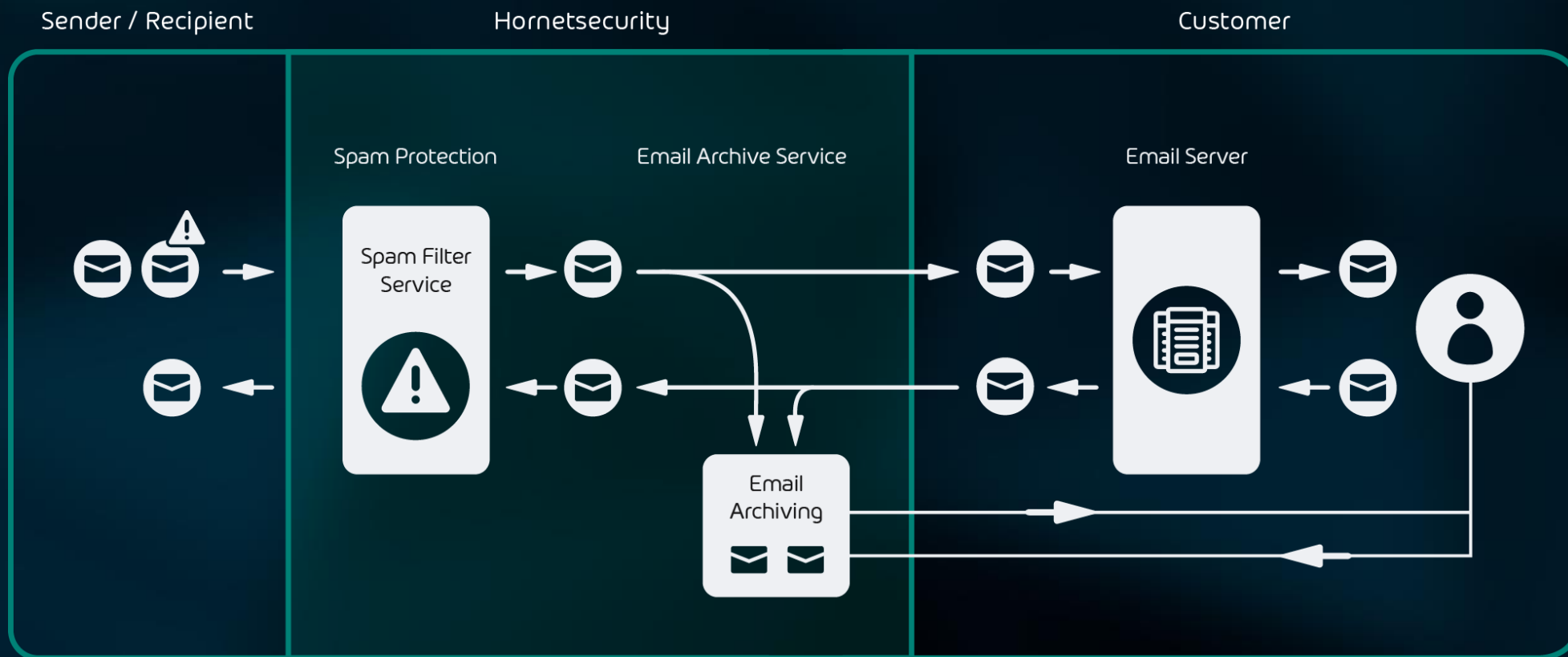
- BUSINESS & COMMERCIAL CORRESPONDENCE

4 YEARS ≤

- ALL OTHER DOCUMENTS

- Companies can store their emails in a revision-proof and legally compliant manner in secure data centers
 - Full-text index, dramatically shortening the time needed to search
 - (time-limited) Audit access for external auditor
 - Easy export of archived data
 - Easy import from emails and attachments from other databases
 - Exclusion of individual users from archiving
 - Flexible retention periods

EMAIL ARCHIVING



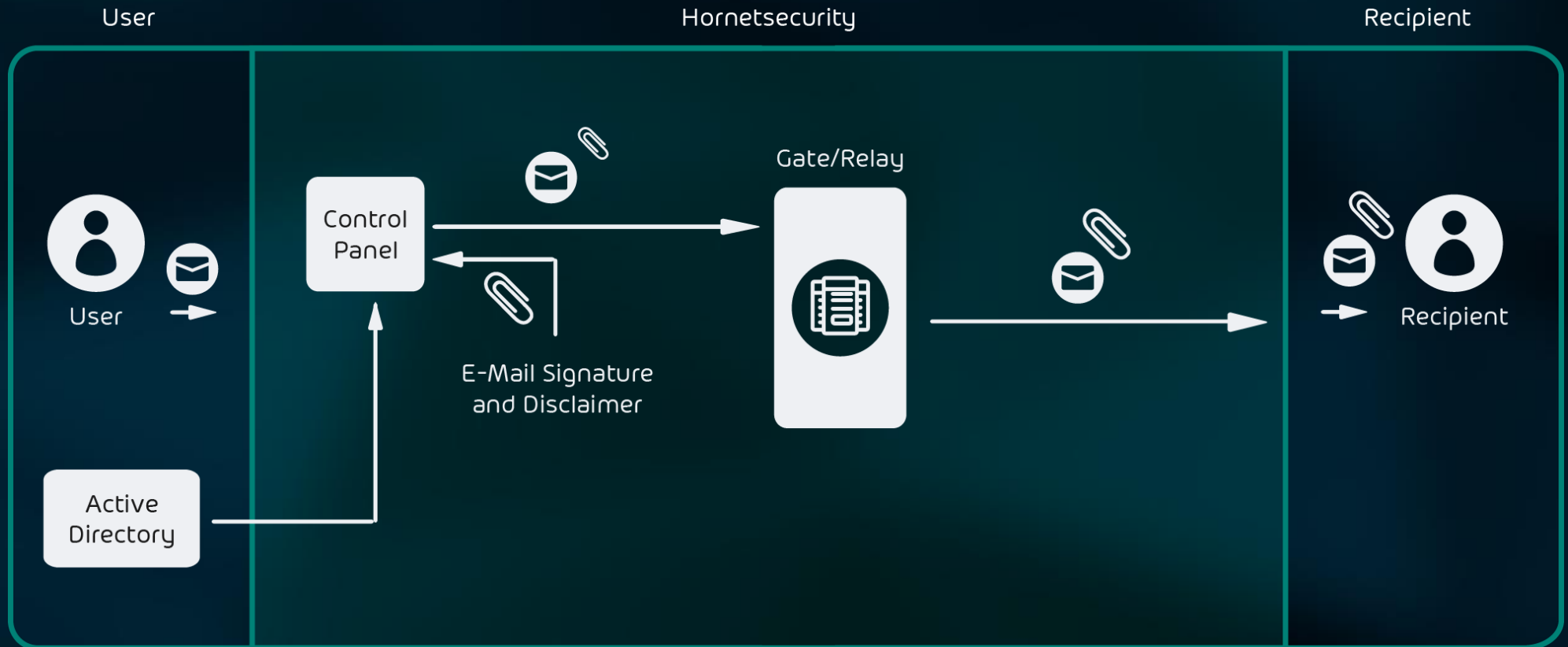
HORNETSECURITY

SIGNATURE & DISCLAIMER

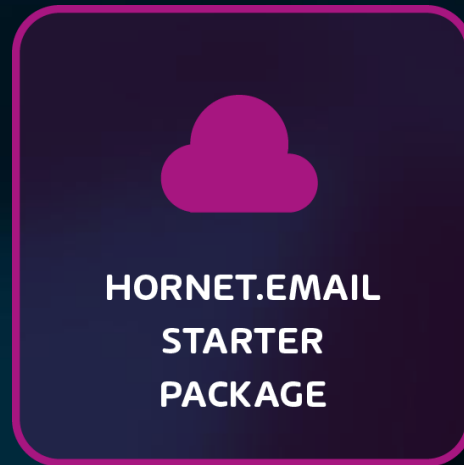


- ◉ Uniform and legally compliant email signatures and disclaimers can be set up quickly and easily for the entire company
 - ◉ Easy and flexible design via the WYSIWYG editor
 - ◉ HTML source code import of existing signatures
 - ◉ Mobile-optimized display
 - ◉ Active Directory integration allows to create custom signatures and disclaimers for each user

SIGNATURE & DISCLAIMER



HORNET.EMAIL



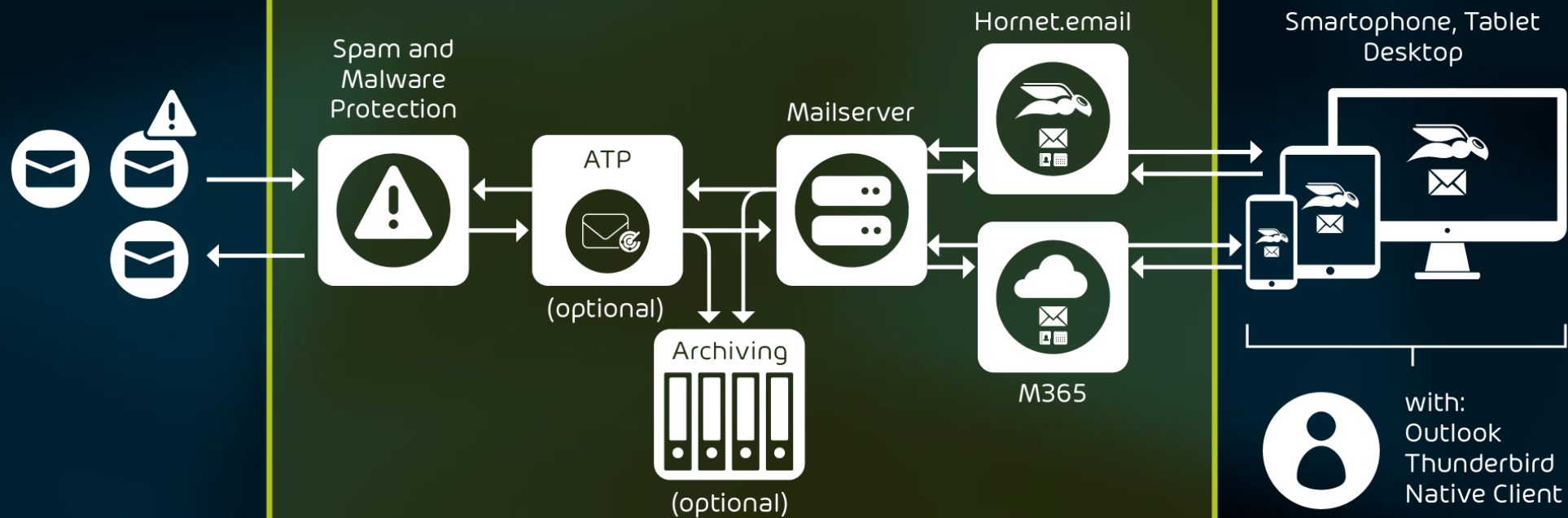
- ◉ Standalone collaboration environment consisting of a mailbox, calendar, and address book
 - ◉ Synchronization across all devices
 - ◉ Automatic daily backup and storage of all emails
 - ◉ Collaborative compatibility
 - ◉ Authorized users can maintain their own allow-and deny lists

HORNET.EMAIL

Sender / Recipient

Hornetsecurity

Customer

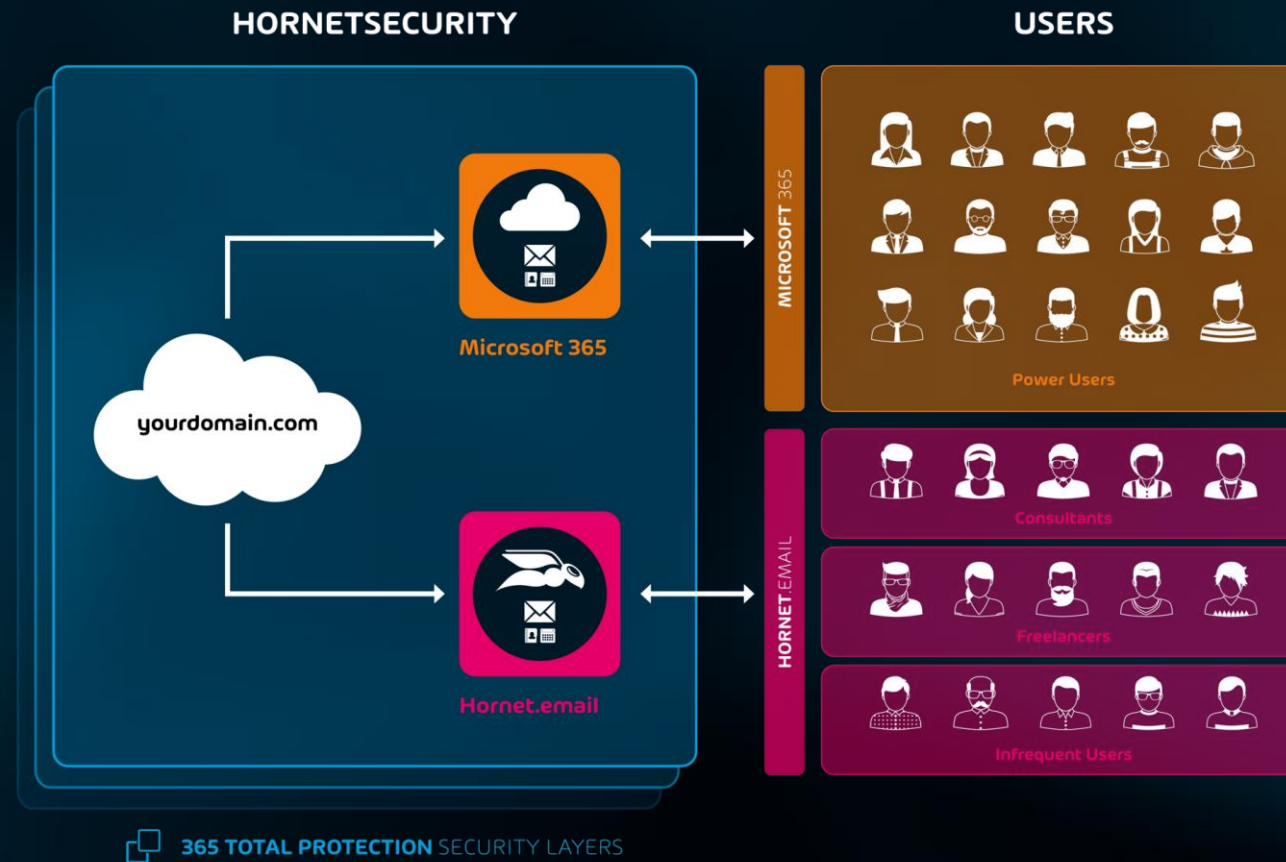


HORNETSECURITY

HORNET.EMAIL



HORNETSECURITY



WATCH VIDEO

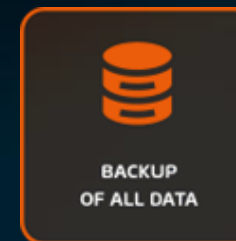
VM BACKUP



HORNETSECURITY

VM BACKUP

- Powerful, reliable, and easy-to-use backup and replication solution for virtual machines (VMs) and physical Windows servers that prevents enterprise data loss
 - Ransomware Protection leveraging Immutable Cloud Storage
 - Augmented Inline Deduplication
 - Major storage space savings
 - WAN Optimized Replication
 - Centralized backup management via user-friendly web interface



Back up and restore your company data with ease:
at any time, with speed and massive storage savings.



HORNETSECURITY

THREAT SITUATION: RANSOMWARE ON THE RISE

Nearly **6 in 10** ransomware attacks originated from malicious email or phishing attacks

15% of ransomware attacks targeted specifically backup storage



Costs for downtime and data loss can amount to **millions of €**

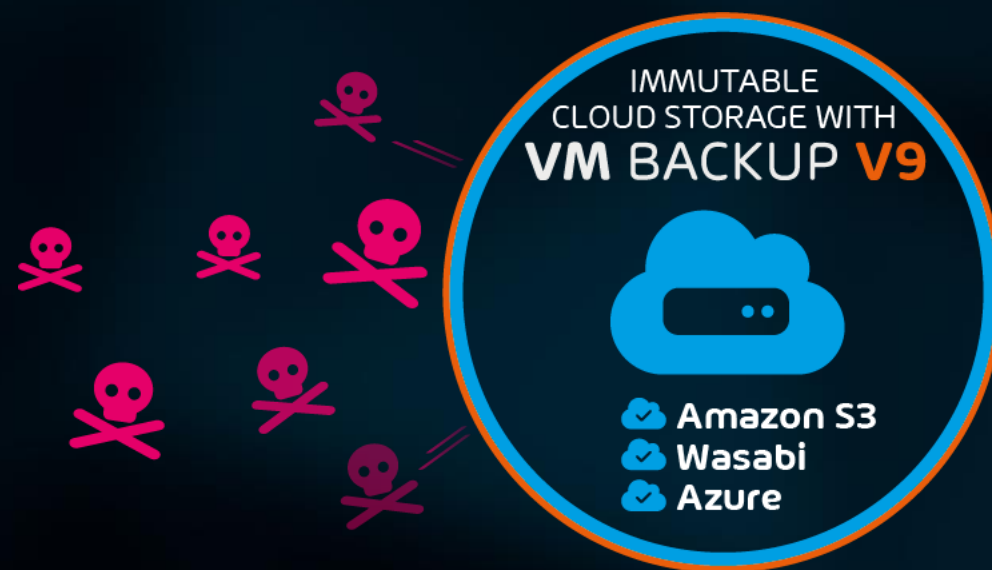


HORNETSECURITY

NEW: VM BACKUP V9

VM Backup V9 leverages Immutable Cloud Storage which assures data cannot be erased, modified, or deleted by anyone for a set duration

- Tamper-proof backup data whilst under the defined immutable policy
- Peace of mind from ransomware attacks
- Extra layer of security above the existing offsite storage functionality
- No need for retaining unnecessary data and incurring high costs as retention operates seamlessly on the cloud repository



HORNETSECURITY

CYBER SECURITY REPORT

AN IN-DEPTH ANALYSIS OF THE MICROSOFT 365
THREAT LANDSCAPE



HORNETSECURITY

CYBER SECURITY REPORT

- Available now
- Cornerstone content piece
- Currently available in English and German



CYBER SECURITY REPORT



HORNETSECURITY

ANALYSIS OF MORE THAN 45 BILLION EMAILS

36.4%
UNWANTED



✓
63.6 %
"CLEAN"
EMAILS



HORNETSECURITY

CYBER SECURITY REPORT – ATTACK TYPES

- 🔗 **Phishing** in 2023 is 43.3% (Up from 39.6% in 2022)
- 🔗 **URL** in 2023 is 30.5% (Up from 12.5% in 2022)
- 🔗 **Advance-fee Scam** in 2023 is 9.1% (Up from 8.2% in 2022)
- 🔗 **HTML** in 2023 is 4.7% (Up from 1.8% in 2022)
- 🔗 **Extortion** in 2023 is 4.6% (Up from 3.7% in 2022)
- 🔗 **EXE in Archive** in 2023 is 3.5% (Same as in 2022)
- 🔗 **Maldoc** in 2023 is 1.0% (Down from 2.8% in 2022)
- 🔗 **Impersonation** in 2023 is 2.7% (Up from 1.1% in 2022)



HORNETSECURITY

CYBER SECURITY REPORT – FILE TYPES USED IN ATTACKS

- 🔗 **Archive** in 2023 is 20.8% (**Down from 28% in 2022**)
- 🔗 **HTML** in 2023 is 37.1% (**Up from 21% in 2022**)
- 🔗 **DOC(X)** in 2023 is 3.2% (**Down from 12.7% in 2022**)
- 🔗 **PDF** in 2023 is 23.3% (**Up from 12.4% in 2022**)
- 🔗 **XLS(X)** in 2023 is 3.7% (**Down from 10.4% in 2022**)
- 🔗 **Disk Images** in 2023 are 2.4% (**Down from 5.4% in 2022**)
- 🔗 **EXE files** in 2023 are 3.9% (**Down from 4.3% in 2022**)
- 🔗 **Script files** in 2023 are 0.8% (**Up from 0.7% in 2022**)



HORNETSECURITY

CYBER SECURITY REPORT – EMAIL THREAT INDEX

Which industries are targeted most frequently?

Calculation:

Threat Index Percentage = number of malicious emails / (the number of malicious emails + the number of clean emails) multiplied by 100 - Excluding spam and info mail.



HORNETSECURITY

	3.0 RESEARCH INDUSTRY
	3.0 ENTERTAINMENT INDUSTRY
	3.0 MANUFACTURING INDUSTRY
	2.9 MEDIA INDUSTRY
	2.9 HEALTHCARE INDUSTRY
	2.7 TRANSPORT INDUSTRY
	2.6 HOSPITALITY INDUSTRY
	2.6 AUTOMOTIVE INDUSTRY
	2.5 UTILITIES
	2.5 INFORMATION TECHNOLOGY
	2.5 EDUCATION INDUSTRY
	2.4 UNKNOWN
	2.4 CONSTRUCTION INDUSTRY
	2.4 MINING AND METAL INDUSTRY
	2.4 FINANCIAL INDUSTRY
	2.4 AGRICULTURE INDUSTRY
	2.3 PROFESSIONAL SERVICE
	2.3 RETAIL INDUSTRY
	2.2 REAL ESTATE INDUSTRY
	1.8 LOGISTICS INDUSTRY
	2.4 GLOBAL MEDIAN
	99.3 GLOBAL MAXIMUM

OUTSTANDING CYBERSECURITY EXPERTISE

HORNETSECURITY IS A THOUGHT LEADER AND WINNER OF MAJOR
IMPORTANT INDUSTRY AWARDS



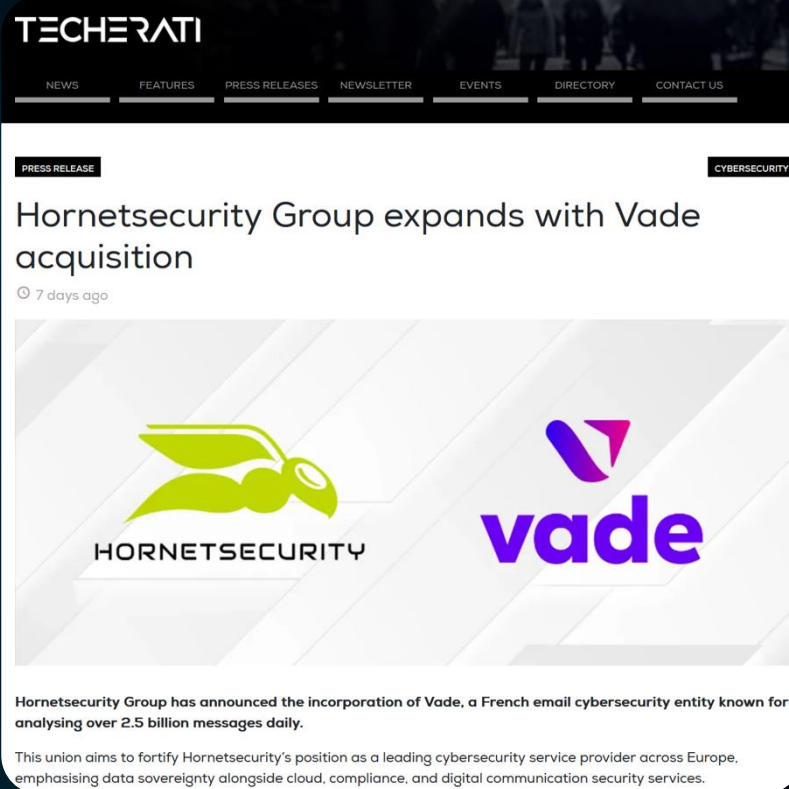
HORNETSECURITY

WALL OF FAME

HIGH-PERFORMANCE AWARDS FOR OUR SERVICES



HORNETSECURITY PUBLIC BUZZ



REFERENCES

MORE THAN 50000 CUSTOMERS TRUST IN HORNETSECURITY



HORNETSECURITY

DACH



OTTO



RheinLand
VERSICHERUNGEN

GERRY WEBER

KUKA



**MANN+
HUMMEL**



planethOme



**stadtwerke
fürstenfeldbruck**



FESTO



KONICA MINOLTA

CLAAS

SPAIN

Telefónica



Hospital Universitari **Dexeus**
Grupo  quirónsalud

ITALY



.italo 

MEXICO

BX+



PERU



USA

UNITE **HERE**
HEALTH

isogent

RASTELLI
FOODS GROUP

 **TAXEDGE**
ACCOUNTING CONSULTING RESOLUTION

UK

 **Alan Blunden**
Insurance Brokers



**OUTSOURCE
GROUP** 

 **RACING SEATS**
TILLET

nitc 

lowthers.com

 **a&n**



Département
Commercial



Vous accompagne



HAFS NETWORKS WCA



+225 07 89 82 56 49 / +225 07 59 05 85 82



sales-ci@hafs-networks.com



HAFS NETWORKS FRANCE



+33 (0)7 49 92 62 57 / +33(0)9 73 89 20 39



sales@hafs-networks.com

Distributeur à Valeur Ajoutée de Solutions de Cybersécurité | Réseaux | Wi-Fi | HCI/Sauvegarde

