- Trellix

Detecting unknown and Emerging threats

Presenter Name

Trellix NDR

Presenter Title July 2, 2024



Welcome







Principal Solutions Engineer



Owen Edwards

Director, Network Product Management



Agenda

NDR Introduction

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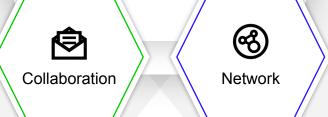
- Trellix NDR
- NX, PX, IPS
- SOC Workflow
- Architecture
- Roadmap
- UX Research
- Gen-Al
- Use Cases
- Scenarios
- Demo
- Competitive





Trellix Security Platform





Today's Network Challenges

Security Blind Spots

Growing Assets:

133%

Increase in number of assets to protect

Persistent Attackers

Recurring Attacks
43%
Organizations hit by ransomware were hit more than once

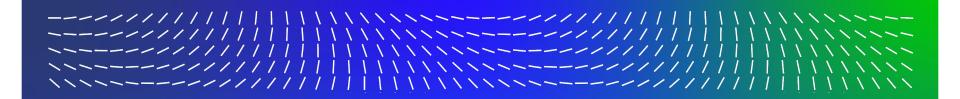
Complex Investigations

Ignored Alerts:

35%

Security analysts who say alerts are ignored when the queue is full

69% of organizations reported unknown, poorly managed assets on the network



WHAT IS NDR?



"Network detection and response (NDR) products detect abnormal system behaviours by applying behavioural analytics to network traffic data.

They continuously analyse raw network packets or traffic metadata between internal networks (east-west) and public networks (north-south).

NDR products include automated responses, such as host containment or traffic blocking, directly or through integration with other cybersecurity tools.

NDR can be delivered as a combination of hardware and software appliances for sensors, and a management and orchestration console in the form of an on-premises software or SaaS."

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Gartner Research

Applying Network-Centric Approaches for Threat Detection and Response

What is NDR?

NDR evolved out of Network Security

Today's network detection and response (NDR) has a long history, evolving out of network security and network traffic analysis (NTA). The historical definition of network security is to use a perimeter firewall and Intrusion Prevention Systems to screen traffic coming into the network, but as IT and security technology have evolved, the definition is much broader now due to modern attacks leveraging more complex approaches.

Today, network security is everything a company does to ensure the security of its networks, and everything connected to them. This includes the network, the cloud (or clouds), endpoints, servers, IoT, users and applications. Network security products seek to use physical and virtual preventive measures to protect the network and its assets from unauthorized access, modification, destruction and misuse.



What we are hearing

I need to detect emerging threats [MTTD]

need to correlate (weak) signals across multiple threat vectors

I need to prioritize and investigate threats as quickly as possible to stop attacks before the do damage [MTTR]

I need to I need to understand the scope of the attack, potential business impact etc

I need to proactively hunt for covert activity within my environment

I need to understand the most effective remediation steps

I need to respond confidently / I can't be wrong...

Customer Alternatives



Rely on traditional network security NGFW and IPS



Use a pure play behavioral detection NDR: Extrahop, Vectra, DarkTrace, etc...



Leverage a SIEM for event and log consolidation and correlation

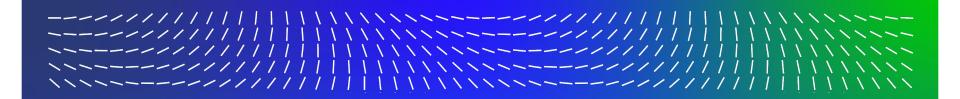


Take advantage of a portfolio provider ELA: Cisco, Fortinet, PAN, etc...



Focus on EDR and XDR for detection and response





TRELLIX NDR



The Trellix Approach

Eliminate blind spots

- Not just perimeter -N/S and E/W
- On prem/cloud/hybrid environment visibility
- Asset discovery and monitoring

Disrupt attackers at every stage

- Not just initial compromise
- Multi-layered ML based approach
- Detection of known, unknown, and emerging threats

Speed investigation and response

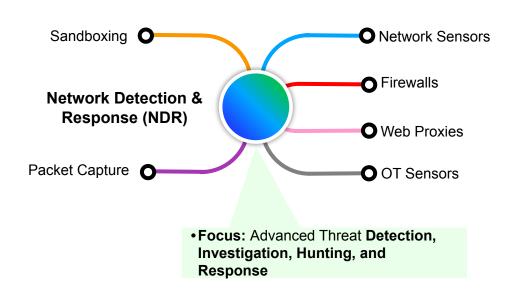
- Alert prioritization and enrichment
- Attack impact scoping
- Guided investigation and workflow
- Network based response



Built on a heritage of innovation in network threat detection and threat intelligence research

Network Detection and Response (NDR)

The Next Evolution In Security For Enterprise Networks



- Modern, Fully-Integrated NDR Architecture
- Reduced Complexity
- Real-Time In-Line Mitigation
- Streamlined Investigations
- Increased Mission Effectiveness
- Reduced Operational Costs



Trellix NDR Platform

High-fidelity, threat-based & AI-supported for effective SOC workflow

Threat Detection

Visibility

Investigation

Hunting

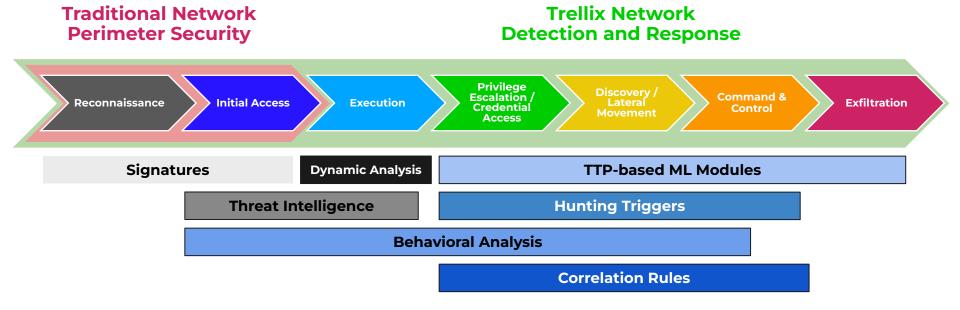
Containment & Remediation

ML/AI, Behavioral Analysis, Triggers & Expert Rules detect emerging threats across the kill chain Device detection, fingerprinting and risk profiling enable target profiling Automated enrichment with threat intel, MITRE techniques, analytics and Trellix WISE speeds investigations Event-based PCAP, L7 metadata, and flow data visibility for hunting, guided through Trellix WISE

Expedite responses with XDR, SOAR playbooks and ticketing system integrations

Provides visibility and alert priority to respond quickly

NDR: Threat Detection



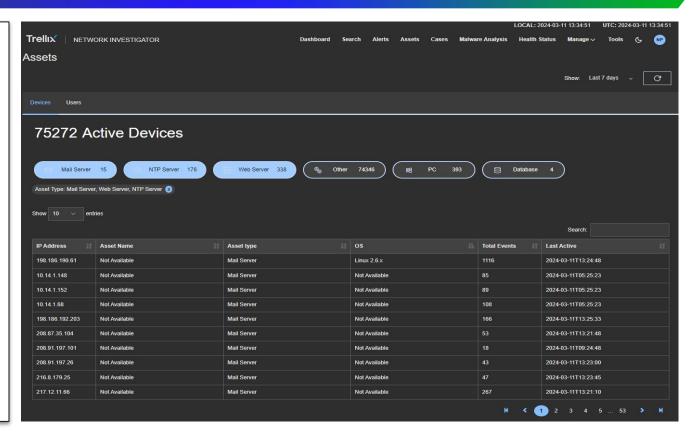
Leveraging multiple detection and Al approaches



NDR Visibility

VISIBILITY

- Asset discovery
- Asset classification
- SSL / TLS 1.3
- TLC

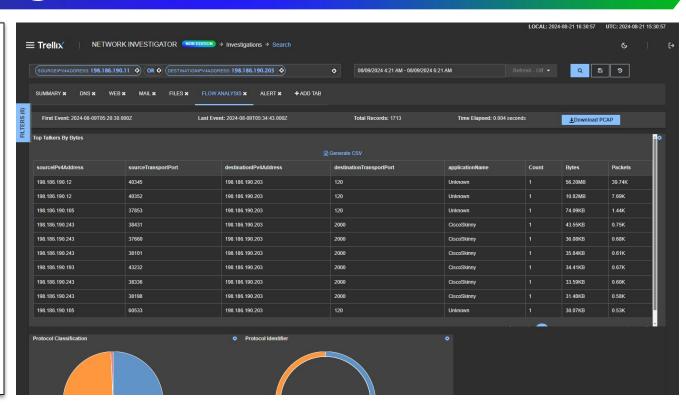




NDR Investigation

INVESTIGATION

- Context-rich detection
- Trellix Threat Intel
- Trellix WISE (Gen Al) (Early Access)

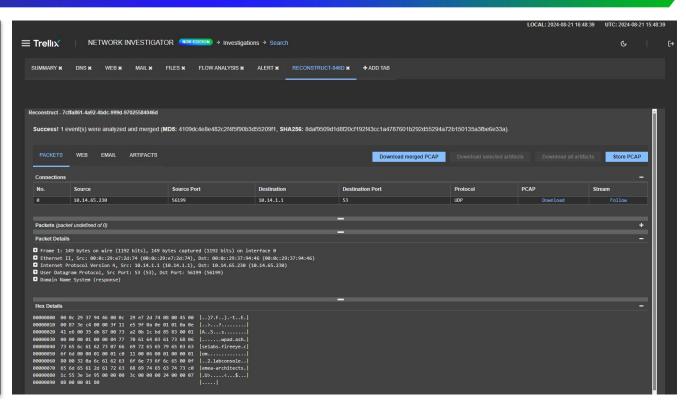




NDR Hunting

HUNTING

- Event-based PCAP
- Session reconstruction
- OS change visibility
- Trellix WISE (GenAl) guidance

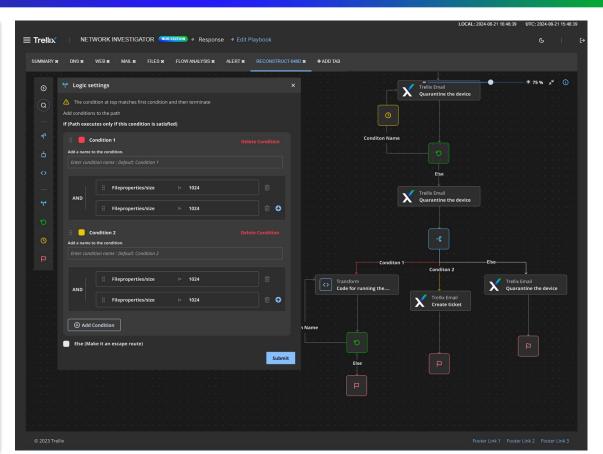


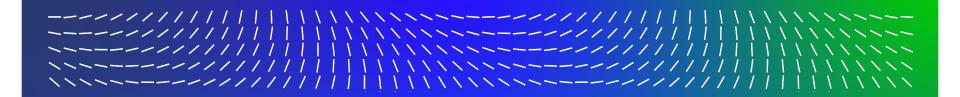


NDR Response

RESPONSE ACTIONS

- Indicator Exchange
- CEF/SysLog event notification





Architecture

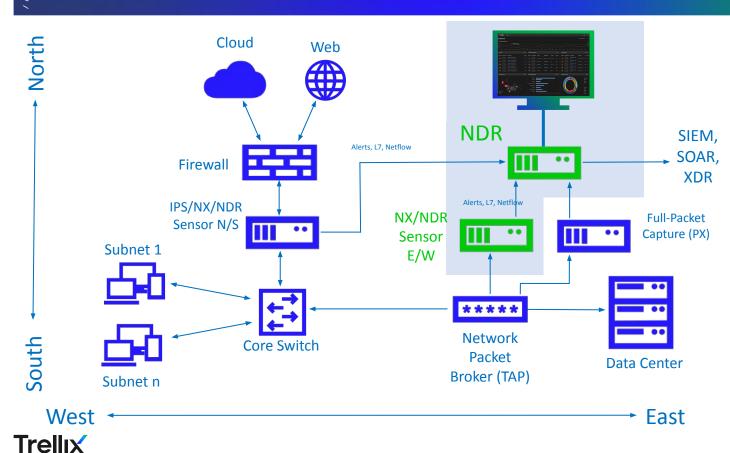


Trellix NDR

INTEGRATIONS	INTERACTIVE ANALYST SPRINGBOARD & DASHBOARDS			
NGFW/FW	Contextual Insights	Trellix WISE AI	IR Workbench	Advanced Reporting
Ticketing Tools	DETECTION		RESPONSE	
SOAR EDR	TTP Based Intel Based Hunting Triggers	ML Anomalies & Detections Rule Based Detections Selective PCAP	Forensics Automation Retrospective Analysis Blocking Policies	Timeline View Triage & Suppression Conversation Mapping
XDR SIEM	Entity-level Knowledge Full Activity Records	DATA LAKE & Federated Search Historical Context	& ANALYTICS Log Data Structured PCAP Data	Correlation & Enrichment Unstructured PCAP Data
Threat Intel IoT/OT/ICS IDS/IPS	DATA SOURCES & SECURITY CONTROL POINTS Property Control Point TX Endpoint TX Network TX Data Sec TX Collab Sec TX Intel Third Party			



NDR Architecture



- NDR Module / Console
 - Asset Discovery
 - ML Detections
 - Investigation
 - Hunting
 - o Response
- NDR Sensor (HW, Virtual, Cloud)
- In-line / Passive Inspection
- N/S & E/W
- Full Packet Capture (with PX)
- IPS "NDR Ready"

Trellix NDR Sensors

Trellix Network Detection & Response (NDR) Platform

Trellix NDR Sensor (NX)

- NDR Focus
- HW, Virtual, Cloud
- Active NDR
- TLS Onboard
- Event generation & tagging
- Enhanced MITRE Detection
- Targeted PCAP
- Scaling to 40 Gbps

Trellix IPS "NDR Ready"

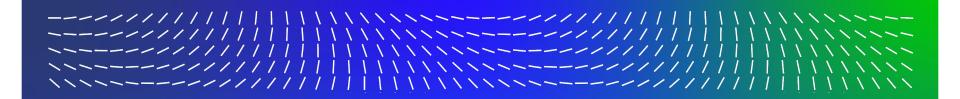
- Workload Protection Focus
- HW, Virtual, Cloud
- Full IPS
- Active NDR
- TLS Onboard (4Q)
- Event generation & tagging
- Scaling to 240 Gbps

Third Party

- Skyhigh SWG
- Firewall / Proxies
- OT Sensors

Multi-layered visibility, detection, investigation and response





TRELLIX NX



Network Security (NX)

Detect the Undetectable



INTELLIGENCE DRIVEN

Infused intelligence with advanced technologies



SMARTVISION

Detect suspicious lateral network traffic and data exfiltration



MULTI-OS SUPPORT

Stop threats that target Windows, Linux, and OS X

Make Investments More Efficient



HIGH FIDELITY ALERTS

Low false positives to target alerts that matter



FLEXIBILITY

Scalable from 50Mbps to over 20 Gbps+ in multiple form factors



ORCHESTRATION

Pivot to Network Forensics or Helix Platform to automate tasks

Gain Additive Protection via Trellix Global Footprint



DYNAMIC THREAT INTEL

Automated protection gained from threats detected worldwide



BREACH EXPERTISE

Applied intelligence gained from the frontline



ATTACKER INSIGHT

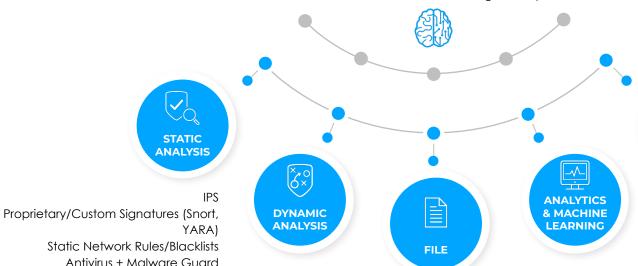
Deep insight of attacker tactics, techniques, and procedures



Network Security - Detection & Protection Engines

DYNAMIC THREAT INTELLIGENCE

Content Updates – Signatures/ Threat Feeds Cloud Assist – Cache for File & URL Analysis Cloud Assist – File Sandboxing & Analysis



Multi-Flow Analysis
Web Shell Detections
Server-Based Vulnerabilities
URL-based Phishing Attacks
(Cloud-Assisted)
Malware Binaries Check (Cloud-Assisted)

Multi-Vector Execution
(MVX)
Web Infection
Riskware
Callback Detection

Analytics Rules Lateral Movement Data Exfiltration Beacon Detection Malicious C2

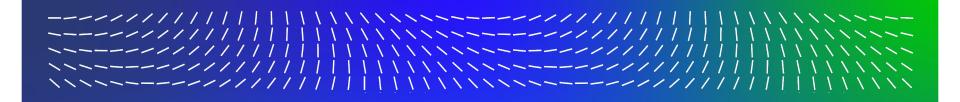
Communications

Protocol Application and Visibility Metadata Generation IoT Visibility TLS/JA3 Fingerprinting

Trellix

Endpoint Correlation

VISIBILITY



TRELLIX NETWORK FORENSICS



Network Forensics



High-Performance Packet Capture

LOSSLESS PACKET CAPTURE

Vital to effective network forensic investigations

HIGH-PERFORMANCE

Record speeds of up to 20 Gbps

INTELLIGENT CAPTURE

Selective packet filtering for maximum efficiency



High-Fidelity Data Analysis

ULTRAFAST SEARCH

Leverage unique indexing architecture for fast answers

INTEGRATED INTELLIGENCE

Add rich context to IOCs and alerts

EASY DRILL DOWN

Quickly respond to alerts that matter



Grows with Your Network

EXTENSIVE VISIBILITY

Session decoder support for a myriad of protocols and file types

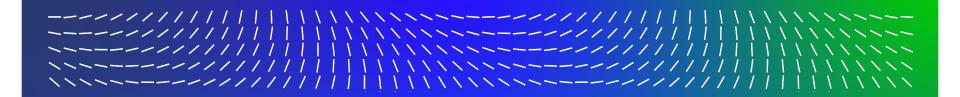
FLEXIBLE PLATFORM

Scales to meet distributed and large enterprise needs

THREAT HUNTING

Perform retrospective threat hunting and analysis





TRELLIX IPS



Intrusion Prevention System (IPS)

Powerful Protection with Deep Packet Inspection

- Prevents initial incursion
- Prevents DoS, DDoS, C&C traffic and exfiltration
- Provides virtual patching preventing vulnerability exploit

High performance visibility

- 100% SSL visibility
- L7 Visibility and Analytics
- 100 Gbps throughput for high load north-south network traffic

Superior Architecture

- 300 Gbps throughput for high load north-south network traffic
- Multiple failover and HA deployment model
- Secure private, public and hybrid clouds













Trellix IPS

Scans variety of file types as they travel across the network







IPS - Signature + Signature-Less Technology

Signature Based DPI



User-defined, custom, Snort Signatures

STIX Allow list/block list

Threat Reputation



TIE / Global Threat Intelligence (GTI)

File, IP, and URL reputation

Deep File Analysis



Non-signature heuristic-based analysis

Adobe PDF, Flash, JavaScript, MS Office files inspection

Real-time Emulation



Gateway Anti-Malware Browser (GAM) Emulation

Viruses, worms, adware, spyware, riskware detection

Botnet Detection



0-day Botnet and malware callback protection

Protocol anomalies, port and stealth scans



Trellix

Safe Harbor Statement

This slide deck may include roadmap information, projections or other information that might be considered forward-looking. While these forward-looking statements represent our current judgment on what the future holds, they are subject to risks and uncertainties that could cause actual results to differ.



Trellix NDR Roadmap

Extending network threat visibility, broadening detections across the kill chain, and reducing the time to respond







- New dashboards
 - Threats
 - Visibility
 - MITRE ATT&CK
 - Assets
- ML detection porting
- Asset discovery and ID
- Global Threat Intelligence (GTI)
 - file reputation
- Sensor enhancements:
 - High performance appliances & virtual
 - o Cloud-native integrations
 - Threat detections AI & signature

- ML detections
 - DNS tunneling exploits
 - SSL Anomalies (Expired, Weak Cipher, Self Signed)
 - Lateral movement from weak indicators
- Improved alert enrichment and summarization
- Analyst Springboard
 - Risk based aggregation
 - Quick identification of attack type, targets, and attacker
 - Rich context into the attack kill chain with related detections.
 - Drill down to forensic evidence.
- Sensor enhancements:
 - o 10 Gbps virtual sensor (ESXi)
- Trellix Wise actionable insights, summaries, and workflows

- Guided SOC workflows
- Integrations:
- o ePO. HX. XDR
 - Chronicle
 - Nozomi Guardian
- ML detections
 - Behavioral anomalies
 - Traffic similar to known Malicious traffic (unblocked)
 - Newly registered domains
 - ToR Activity
- Visibility enhancements
- Sensor enhancements
 - 100 Gbps NDR sensor
 - OS Migration
 - IPv6-only network



NDR Asset Discovery

EXPLORING

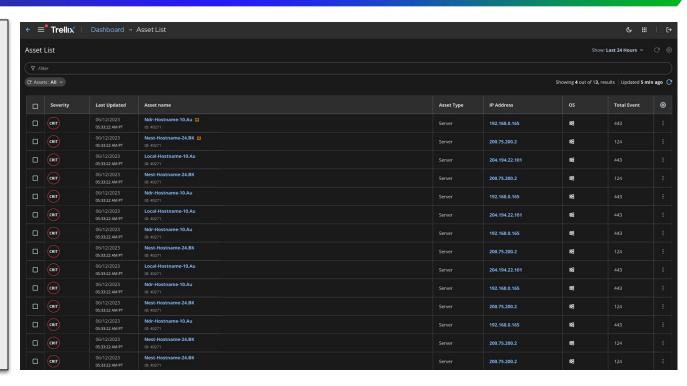
Endpoint Integration

- Trellix ePO
- MS Defender

OT Sensor Integration

Risk Profiling

Attack Path Profiling

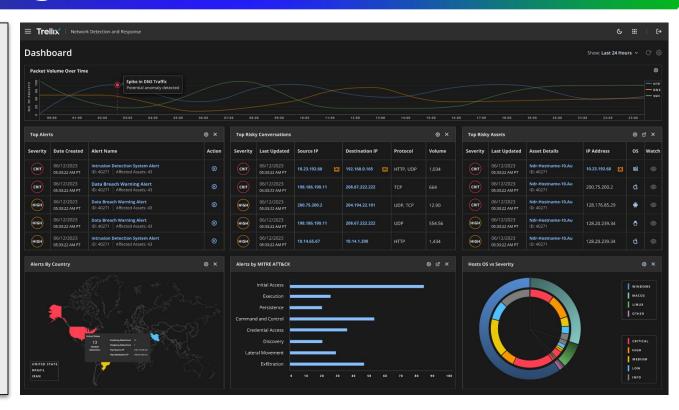




NDR Investigation

EXPLORING

- Analyst "Springboard"
- Attack scoping from detection to root cause in a few clicks
- Endpoint Process integration
- Intel Graph

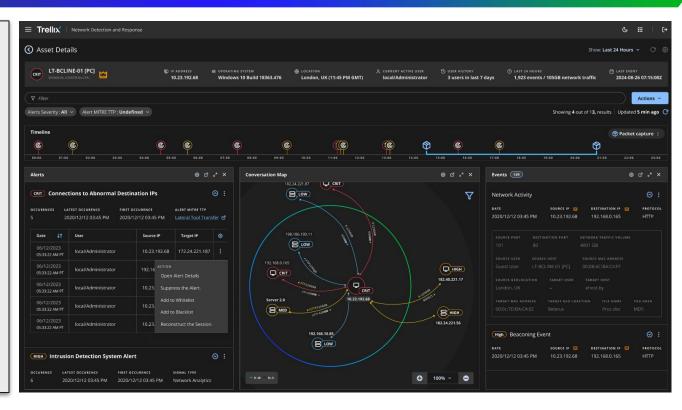




NDR Investigation

EXPLORING

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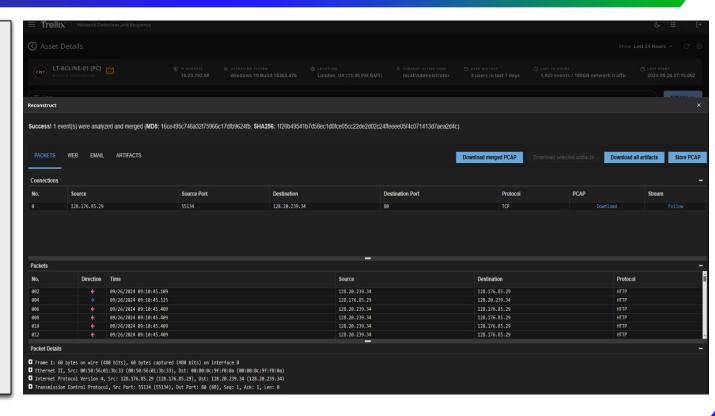




NDR Hunting

EXPLORING

- Single click reconstruction
- Hunting triggers
- Asset and Alert rule builder
- Selective packet capture

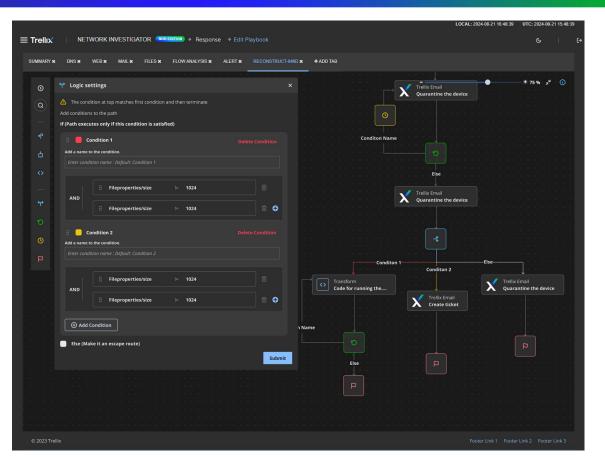


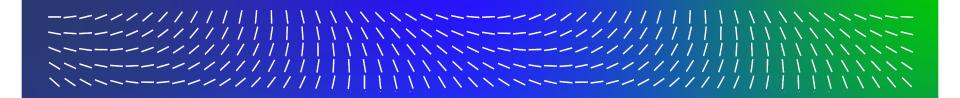


NDR Response

EXPLORING

- Automated action via integrations with Splunk, and more.
- No-code Orchestration & Response





UX Research





Gen-Al with Trellix NDR

Detecting unknown and Emerging threats



What is Trellix Wise

Trellix Wise relieves alert fatigue for security operations, enabling teams of any experience level to investigate 100% of their alerts and automate investigation and remediation. Trellix Wise makes decisions, offers guidance, and uses conversational AI so users can hunt threats while learning on the job



See everything that matters



Make better, faster decisions



Upskill and close talent gaps



Prove value rapidly



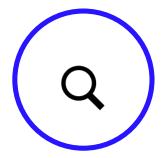
Why Trellix Wise

Gen-Al for your biggest security operations challenges

End alert fatigue



Make the right decisions, faster



Close security talent gaps

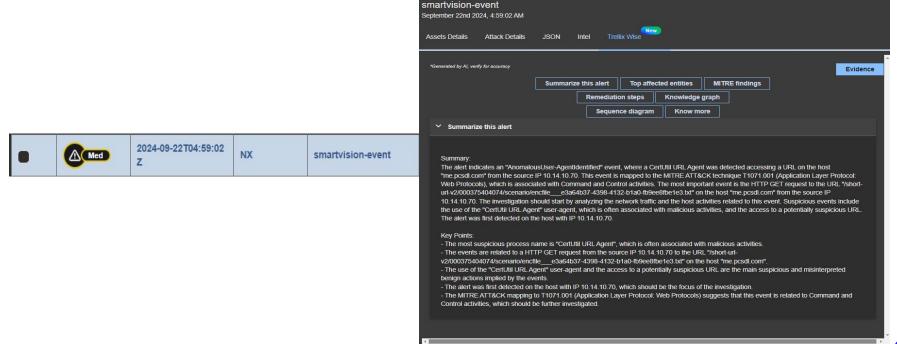


Prove ROI rapidly



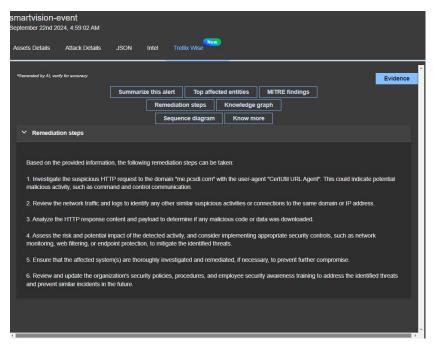


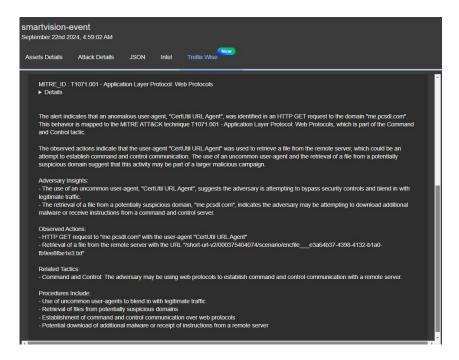
Trellix Wise alerts Enrichment





Trellix Wise alerts Enrichment

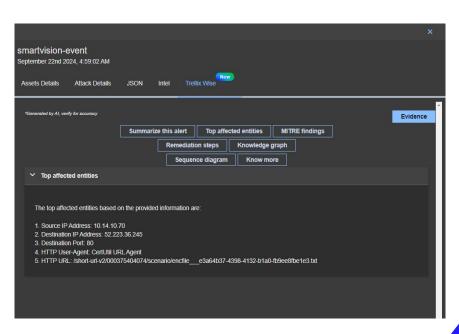






Trellix Wise alerts Enrichment

smartvision-event September 22nd 2024, 4:59:02 AM		New		
Assets Details Attack Details	JSON Intel Tre	ellix Wise		
*Generated by AI, verify for accuracy				Evidence
	Summarize this alert	Top affected entities	MITRE findings	
	Remediat	ion steps Knowledge	graph	
	Seque	nce diagram Know m	ore	
✓ Sequence diagram				
*Scroll on graph to zoom and drag to pan				
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Trellix Wise Efficiency Improvement

Trellix Wise represents a paradigm shift in how SOCs approach data security and incident response. By leveraging GenAl and the power of the Trellix Platform, Trellix Wise streamlines the process of detecting, investigating, and responding to threats. It enables security teams to focus on high-level, human-centric activities while allowing machines to handle the repetitive, time-consuming tasks. With Trellix Wise, organizations can enhance their data security posture, improve operational efficiency, and stay ahead of evolving cyber threats

✓ Know more			
Type your query here		Ask	





Before Scenario

Organizations often face challenges in early detection and disruption of ransomware attacks, lacking the ability to identify and understand the sophisticated tactics, techniques, and procedures (TTPs) used in various stages of the attack lifecycle.

Negative Consequences

- The inability to detect and disrupt ransomware attacks at an early stage can lead to encryption or exfiltration of critical data, operational downtime, and significant financial losses.
- Recovery efforts can be costly and time-consuming, severely impacting business continuity and reputation.

Trellix Solutions

- Trellix NDR disrupts ransomware attacks by leveraging multi-layered detection aligned with the MITRE ATT&CK framework, enhancing threat detection efficacy across the cyber kill chain.
- Trellix identifies known, unknown, and emerging threats, including preventing initial compromise credential dumping, lateral movement thereby significantly reducing the risk of any ransomware damage.

Use Case: Investigation and Hunting

Before Scenario

Security teams often struggle to quickly identify and evaluate alerts, facing a deluge of potential threats with limited to zero context, making it challenging to triage, investigate, and respond effectively.

Negative Consequences

- Organizations face increased risk of significant breaches due to delayed response times.
- Analysts waste valuable time on false positives, while real threats linger undetected, potentially causing extensive damage to business operations and reputation.

Trellix Solutions

- Trellix's NDR solution streamlines the investigation and response process through automated alert enrichment and guided SOC workflows, enabling faster, more efficient responses.
- Trellix reduces investigation complexity and accelerates threat hunting and forensic analysis.

Use Case: Adding Value to EDR

Before Scenario

Organizations relying solely on Endpoint **Detection and Response** (EDR) face visibility limitations, missing unmanaged devices connecting to the network, critical network-level threat activities and interactions between endpoints across cloud, hybrid, and on-premises environments. thus hindering comprehensive threat detection

Negative Consequences

- Relying exclusively on EDR without enhanced network visibility can leave enterprises vulnerable to sophisticated attacks that bypass endpoint security measures, or ignore attacker use of legitimate tools.
- This oversight can lead to unnoticed threat proliferation, risking data breaches and operational disruptions due to undetected network-level threats.

Trellix Solutions

- Trellix NDR amplifies EDR capabilities by providing extended network visibility, effectively eliminating blind spots, speeding up investigations and helping determine intent behind endpoint activity
- Trellix ensures a more holistic approach to threat detection and response, enhancing overall security posture.

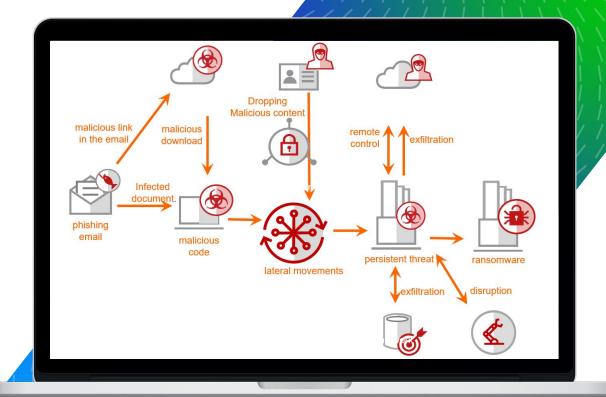


NDR Scenario

Detecting unknown and Emerging threats



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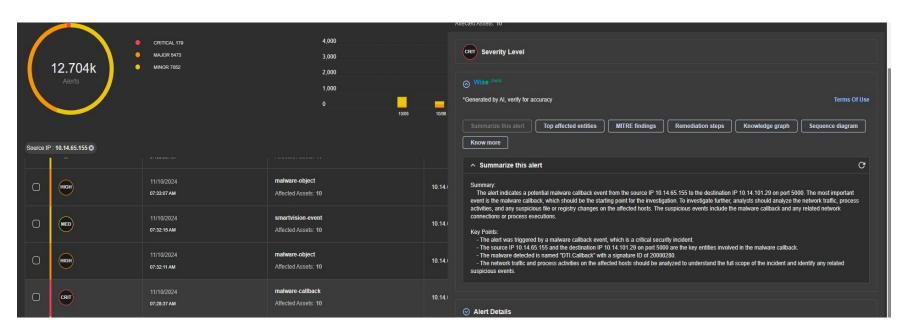


Initial Access (malicious link through Email)

```
Received: from access.ash.selabs.fireeye.com (unknown [10.14.1.2])
        by ex02.ash.selabs.fireeye.com (Postfix) with ESMTP id 4XQdwQ314LzhXjt
        for <admin@bcc.ash.selabs.fireeye.com>; Sat, 12 Oct 2024 11:48:22 +0200 (EET)
Received: from ash.selabs.fireeye.com (ubuntu-master [10.14.1.1])
        by access.ash.selabs.fireeye.com (Postfix) with ESMTPS id 54F01A0009
        for <mohamedgamal.negm@ash.selabs.fireeye.com>; Sat, 12 Oct 2024 09:48:22 +0000 (UTC)
Date: Sat, 12 Oct 2024 09:48:22 +0000
X-Trellix: Malicious URL Found
From: mohamedgamal.negm@ash.selabs.fireeye.com
Reply-To: mohamedgamal.negm@ash.selabs.fireeye.com
To: mohamedgamal.negm@ash.selabs.fireeye.com
Message-ID: <670a45e64c675 8e52ab9d426498c44429@labconsole.mail>
Subject: Click to Win
Mime-Version: 1.0
Content-Type: text/html;
 charset=UTF-8
Content-Transfer-Encoding: 7bit
Dears
please Click below Link to Win
https://bigfile.mail.naver.com/download?fid=lPKlax0X14dmK3YwFIYlaAK/HqUmKotwKAgZKA29KoU9HquXKqgdFqKwaxvjaxiSpoUrFxISKAtwMotwKoUXpxbZKzUq
http://haleassetss.com:5000/m
Regards
Winning
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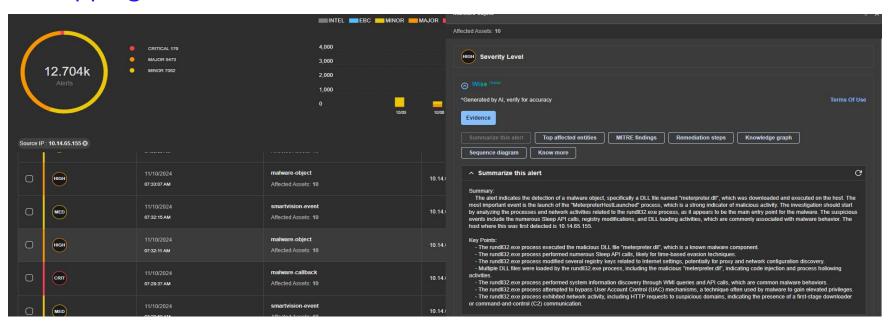


Malicious Server Communication



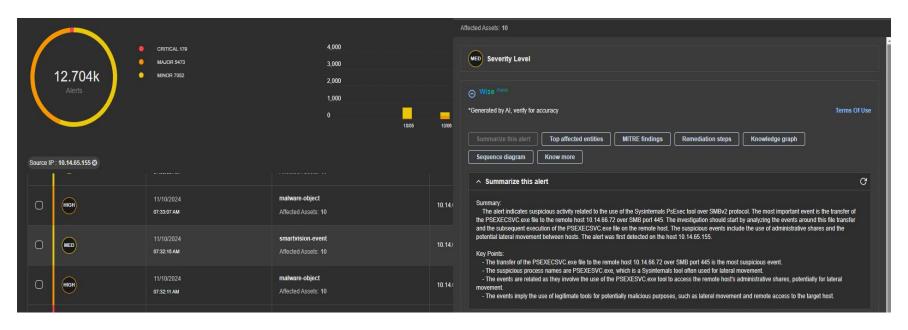


Dropping of malicious DLL



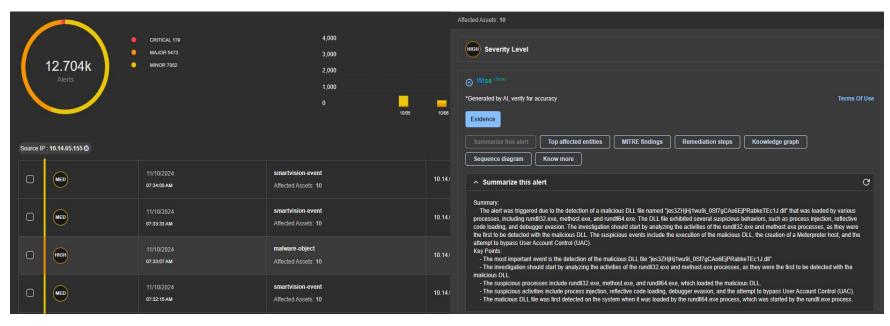


Lateral Movement



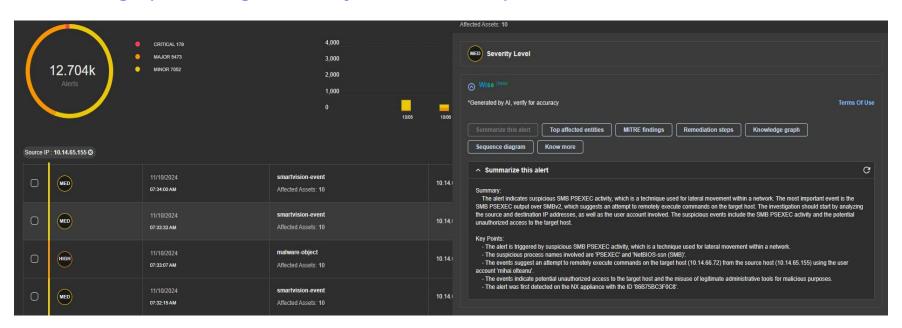


Dropping DLL for privilege escalation



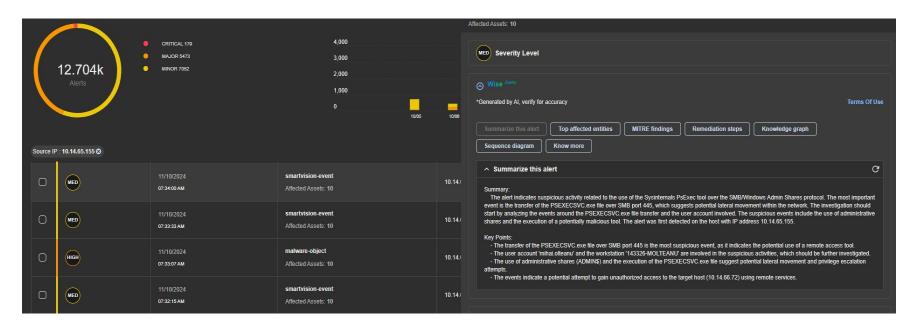


Starting spreading Laterally to maintain presence



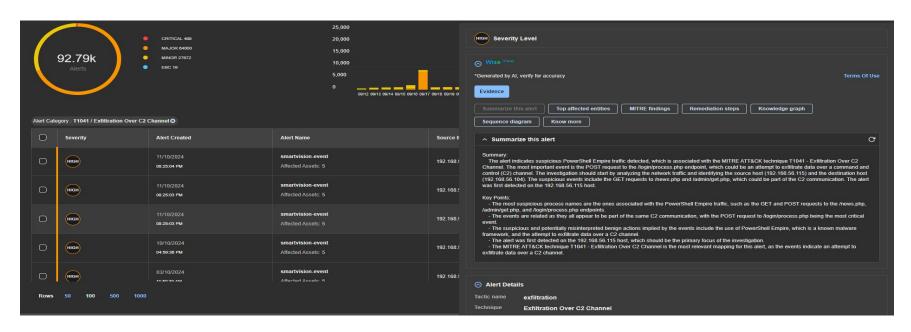


Remote Execution



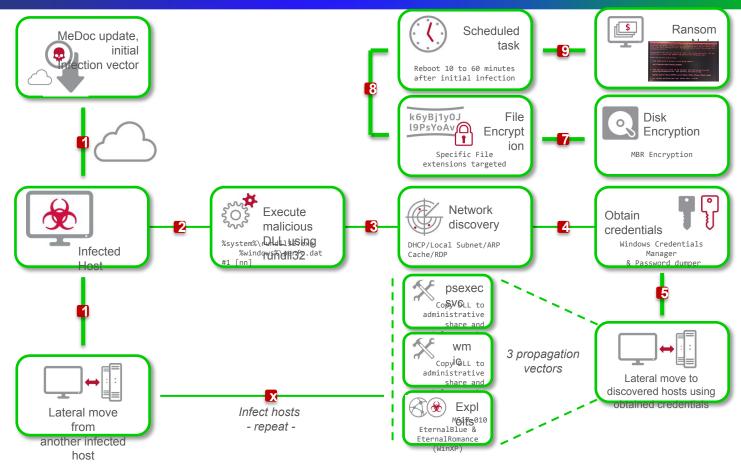


Data Exfiltration

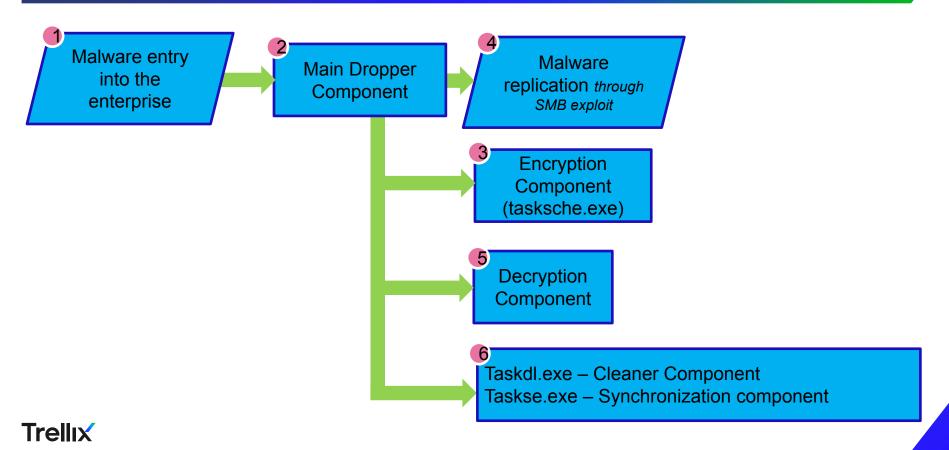




Ransomware: Petya



WannaCry





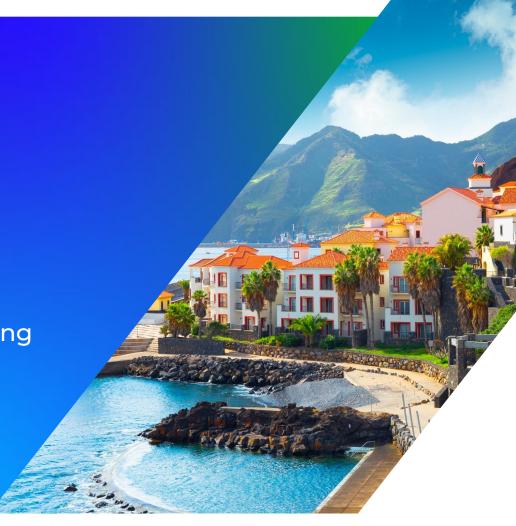
DEMO





NDR Competitive Analysis

Detecting unknown and Emerging threats



Competitive Landscape

		Trellıx	corelight 🥒	DARKTRACE	🕶 ExtraHop	VECTRA!
	IDPS Signatures	Yes	Open Source	No	Optional	Vectra Match
	Threat Intelligence Integration	Yes	No	Yes	No	Yes
Threat	Dynamic Analysis Sandbox	Yes	No	No	No	No
Detection	Anomaly Detection – Machine Learning	Yes	Cloud	OnPrem / Cloud	Cloud	Cloud
	Anomaly Detection – Behavioural	Yes	Cloud	Yes	Cloud	Cloud
	Encrypted Traffic Analysis	Yes	Yes	Yes	Yes	Yes
	IT Asset Discovery	Yes	Yes	Yes	Yes	Limited
Visibility	IOT / OT Asset Discovery	Roadmap	Yes	Yes	Yes	No
	SSL Traffic Decryption	Yes	No	No	Yes	No
	L7 Meta Data	Yes	Yes	Yes	Medium	Vectra Recall
	Netflow Records	Yes	Yes	Yes	Optional	Yes
Investigation	Risk Profiling	Roadmap	Yes	Yes	Medium	Yes
	Guided Investigation Workflow	Yes	Splunk	Medium	Yes	Yes
_	GenAl Alert Summarisation	Yes	Yes	Yes	Yes	Yes
	MITRE ATT&CK Mapping	Yes	Yes	Yes	Yes	Vectra Recall
	Session Reconstruction	Yes	No	No	Yes	Vectra Recall
Hunting	Selective-packet capture and reconstruction	or Roadmap	No	Yes	Yes	No
	Full-packet capture and reconstruction	Yes	3rd Party Tool	No	Yes	No

Competitive Landscape



Competitive Landscape

Key Competitor Overview	Trellix Strengths	Watch for	Countermeasure
+ Recognition with analysts + Flexible deployment + Visibility and Detection modules - Lacking threat intelligence and proven high-fidelity detections - Requires 3rd-party for XDR	* Fast time to value with high-fidelity detections and actionable alerts from IPS, NX, and IVX. * Trellix ML models based on global threat intelligence incl. over 14 mil endpoints, email telemetry, and XDR * Trellix is a strategic security vendor for initiatives like XDR with coverage for endpoint, email, SecOps, and data.	As a pure play NDR vendor, ExtraHop is typically on an analyst shortlist as a strong solution. Variating modules appeal to network operations and SOC teams.	ExtraHop lacks comparable threat intelligence and highly proven high-fidelity detections that Trellix can offer. As NDR is increasingly adopted towards XDR efforts, customers with strategic XDR initiatives would better require a strategic security vendor for those initiatives like Trellix; as with pure play NDR vendors like ExtraHop, customers would require 3rd-party partnerships that would come with their own integration complexities.
+ Graphical UI + AI Messaging Claims - Relies on AI, - high false positives, - poor detection	* Fast time to value with high-fidelity detections and actionable alerts from IPS, NX, and IVX. * Trellix ML models based on global threat intelligence incl. over 14 mil endpoints, email telemetry, and XDR * Trellix is a strategic security vendor for initiatives like XDR with coverage for endpoint, email, SecOps, and data.	Darktrace leverages the Al buzzword frequently within their messaging as much of their value relies on Al.	Overly relying on AI results in high false positives and poor detection altogether - requiring customers to struggle with excessive fine-tuning. Conversely, with Trellix, customers won't have to worry about constant fine-tuning thanks to our high value, high-fidelity solutions.
+ Al Messaging Claims + Flexible Deployment - Lacking threat intelligence and dynamic analysis capability - High effort to train/tune ML models	* Fast time to value with high-fidelity detections and actionable alerts from IPS, NX, and IVX. * Trellix ML models based on global threat intelligence incl. over 14 mil endpoints, email telemetry, and XDR * Trellix is a strategic security vendor for initiatives like XDR with coverage for endpoint, email, SecOps, and data.	Akin to Darktrace, Vectra Al also focuses on Al messaging claims while leveraging their flexible deployment options that may appeal to a wider variety of customers.	Vectra Al lacks the integrated threat intelligence and dynamic analysis capability that Trellix can offer while anecdotal evidence points to the excessive need for high-effort fine tuning from customers to get more accurate detections they would've gotten with Trellix without need for fine tuning.

Objection Handling

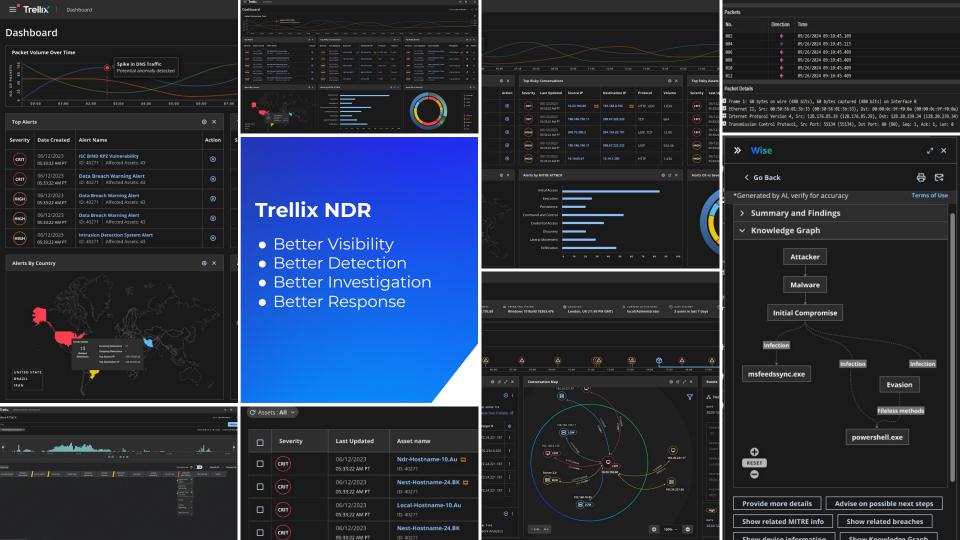
Objection	Response
Network traffic is encrypted, so why should I inspect it?	 Trellix NDR enables flexible deployment options for decrypting and re-encrypting the traffic, detecting hidden threats and exploits, eliminating blind spots introduced by TLS and closes any opportunity for attackers. In addition, Trellix NDR detects encrypted c2c traffic, known malware, interactive shell sessions utilizing multiple techniques including JA3 fingerprinting, domain reputation with GTI and IOC matching from extracted SNI information, lateral movement indicators utilising header information.
Replacing my current security tools will introduce risk.	 Trellix NDR leverages the detections and alerts from existing Trellix Network Security solutions already deployed in your network, combining with advanced analytics providing increased visibility into attacker TTPs. Trellix NDR uses L7 metadata and network flow records to discover assets, and identify critical and rogue nodes in the network environment.
NDR requires another alert management system to adopt requiring additional training for my team.	 In fact, Trellix NDR will reduce the number of alert management systems required as it consumes alerts, netflow records and L7 metadata from NDR high-throughput sensors (NX, IPS, and PX) providing a single alert & investigation interface across all Trellix Network products. Detections enriched with context and mapped to MITRE ATT&CK matrix enable Tier 1 Analysts to better carry out triage activities, as well as correlate with endpoint data

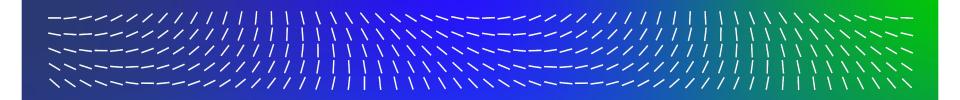
Objection Handling

Objection	Response
NDR generates more alerts to triage as it detects anomalies in network traffic, which doesn't conform to an expected patterns of behaviour.	 Whereas most NDR solutions rely solely on anomaly-based detection, Trellix NDR utilizes a multi-layered approach consisting of signatures, signature-less, machine learning, behavioural and traffic analysis techniques to produce high-fidelity detections across the cyber kill chain. SOC investigation workflows are focussed on alerts that matter by the correlation of detections from multiple sources and threat intelligence enrichment, reducing the effort in investigations and responses. Trellix NDR utilizes a multi-layered detection methodology mapped to the MITRE ATT&CK matrix.
There will be an impact on the performance of the NX or IPS sensors.	 There will be no performance impact on the sensors as the additional data analysis is performed on the NDR platform. In fact, there is a potential for an increase in effective performance of the network sensors as advanced detections are delivered on the NDR platform freeing up capacity on the sensor.
We already have network security, SIEM and firewalls.	 Trellix NDR works alongside existing security tools, elevating their effectiveness by helping to reduce blind spots across a given network. Our NDR solution can also be integrated with other third party network nodes including firewalls and web gateways, on prem or in the cloud to provide incremental detections.

Objection Handling

Objection	Response
We already have EDR in place.	 Trellix NDR is a perfect complement to EDR, revealing attacker movement throughout the enterprise, accelerating investigation and response. It accelerates identification of compromised or targeted endpoints, reducing the effort required to collect and review endpoint data. Trellix NDR uses L7 metadata and network flow records to identify assets in the network environment which may not be able to run an agent.





Trellix

