SKURIO

Selling Skurio DRP

Simple. Powerful. Affordable
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Skurio is a highly automated Digital Risk Protection SaaS platform. It crawls and scrapes the surface, deep, and Dark Web for compromised data and threats specific to your organisation, so it is a tailored threat intelligence tool.

Configure alerts for meaningful data you want to protect and get instant notifications if compromised data or threats are detected. These alerts will help you understand your risk exposure and mitigate threats sooner to minimise the impact on your organisation.

Data is your most important asset, so understanding where it lives is critical to your security. We all know the financial and regulatory impacts of breaches on a business, so wouldn't you want to know as quickly as possible if your data has been leaked?

Who buys DRP solutions?

For SMBs, buyers are more likely to be IT leaders.

■ IT leaders

Security leaders and IT security staff are still involved in the evaluation stages.

Users

Most users have IT security roles, with analysts as the next largest group.

■ IT Security   ■ Analysts   ■ Other

Primary targets	Secondary targets	Tertiary targets
CIO/Head of IT	Security Operations	CTO /other C-suite
CISO/Head of Security	Architects	Consultant
Analysts	Chief Risk Officer	Other IT

Explaining DRP in 6 easy steps

1 Universal truth	2 Types of data breach	3 Places where data lives	4 Types of data to protect	5 Reasons to adopt DRP	6 Use cases
Cyber threats and data breach are inevitable	Human error	Inside your network	User credentials	Increased cyber attacks	Protect your Staff
	Malicious attack	In your supply chain	IT infrastructure	Cloud and Digital transformation	Protect your Infrastructure
		Outside your business	Personal information	Reliance on third parties	Protect your customers
			Business-critical information	Regulatory penalties	Protect your brand
				Consumer trust	Protect your revenue and margin
					Protect your goods and services

What threats can we prevent?
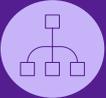
Staff
Credential breaches
Account takeovers
VIP | Doxxing | PPI
Payment cards

Infrastructure
IP address exposure
Attack planning detection
Supply chain compromise
Vulnerabilities

Customers
Customer data breach
Spam lists
Dark Web data sale
Account takeover

Brands
Typosquatting
Customer phishing
Impersonation
Activist targeting

Revenue & Margin
Discount abuse
Contract loopholes
Voucher abuse
Loyalty scheme breach

Products & Services
Critical data breach
Gift card sale
Source code leak
Loyalty scheme breach

Understanding the problem

Traditional cybersecurity solutions don't meet the needs of SMBs

Most cyber security solutions focus on protecting the data inside the network and established Cyber Threat Intelligence products are over-engineered and over-priced. SMBs need to identify threats and breached data that exist outside their network. That's Digital Risk Protection, and at Skurio, we've been doing just that since 2011.

Increased cyber threats

More cyber incidents
More types of attack
SMBs increasingly targeted

Expanding footprint

Remote working
More partners & suppliers
Shadow IT

Pressure on resources

Budgets constraints
Skills shortages
Pressure to deliver from CEO

Qualification questions

Understanding challenges

- Who is responsible for cybersecurity in your business?
- What are the major cyber concerns for your security team?
- Do you have a plan to deal with a business-critical data breach?
- Are senior leadership team asking your to report on cyber incidents?
- Have you recently experienced a cyber incident in your organisation?

Understanding potential impact

How long would it take you to find out a business-critical data breach had occurred?
Would you know if your business data was up for sale on the Dark Web?
Would you know if threat actors were planning an attack on your business?
How would you know if your security had been compromised?

Current situation

- How are you currently protecting your organisation from cyber threats?
- Do you currently collect cyber threat intelligence to protect your business?
- Do you have a solution that alerts you if your organisation's data is breached?
- Do you have a solution that alerts you if hackers are planning to attack your organisation?

Testing the benefits

Would you like to know about data breaches and cyber threats specific to your business?
Would you like to know if criminals had registered a domain similar to yours, that could be used for phishing campaigns against your customers?
Would you be interested in a solution to provide relevant threat intelligence that could be managed with your current resources?

Conversation starters

Breach detection
Most companies are not using data breach detection now; that is why they don't find out until months later when a breach occurs. Do you have something in place? I have a fantastic solution for you to solve this problem. Would you like me to tell you more about it?

Finding solutions
As an IT manager, you are probably challenged to find the right resources to help protect your organisation. Skurio is an alert system that monitors the surface, deep and Dark Web for cyber threats and data breaches specific to your organisation. It's affordable and easy to use. Can I tell you a bit more about it?

Confirming the need
Do you have something in place for data breach detection? Would you know if a breach has occurred? If you don't, we have something in place that can help you with this. Would you like to know more? We can book a call with a sales executive to explain our solution.

Highlighting innovation
Skurio is a new type of cybersecurity which protects organisations from cyber threats and data breaches specific to your organisation. It's an alert system that monitors the surface, deep and Dark Web, and it's affordable and easy to use. Do you have something like this in place? Can I tell you a bit more about it?

For security experts
As a cyber security expert, I you're probably concerned about data breaches from staff, or 3rd parties and network attacks. Skurio is an alert system that monitors the surface, deep and Dark Web for threats specific to your organisation. It's affordable and easy to use. Is that something you'd like to learn more about?

For IT managers
As an IT manager, I bet you are concerned about network attacks and data breaches from staff and 3rd parties. Skurio is an alert system that monitors the surface, deep and Dark Web for cyber threats and data breaches specific to your organisation. It's affordable and easy to use. Can I tell you a bit more about it?