

# CYBER RANGE

## CYBERSECURITY THREATS HAPPEN EACH DAY

It's not just the large publicly traded companies that are affected, it could be the small or mid-sized business down the street. Companies must have a strong security strategy in place to protect themselves from these threats. Tech Data is committed to pushing the boundaries of next-gen cybersecurity solutions and enabling our channel partners to secure their customers from the smallest SMB company to the largest global enterprise.

The Tech Data Cyber Range is the first cyber range hosted by an IT distributor. By leveraging the Cyber Range, our partners will be equipped with the skills necessary to design holistic cybersecurity solutions and services that mitigate the most advanced cyber threats in the industry. Tech Data will leverage the Cyber Range for three core missions: training, demonstration and engagement.

## TRAINING OFFERINGS

Offering Name	Description	Half Day 3-4 hours:	Full Day 5-8 hours:	Virtual Event
<b>Incident Response Experience</b>	<p>Incident Response exercise is designed to simulate a real-world cyber incident and allow the participants to work through the experience using either their playbook, runbook, or IR strategy.</p> <p>Participants who complete this training will have a better understanding of their incident response plans and how those plans would stand up against a real-world incident.</p>	<p>Up to 25 participants</p> <p>\$2,500</p>	<p>Up to 25 participants</p> <p>\$4,000</p>	<p>100+ participants</p> <p>Half Day: \$2,000</p> <p>Full Day: \$3,500</p>
<b>Defense in Depth</b>	<p>Defense in Depth is a method in cybersecurity where organizations have multiple layers of security controls in place, to protect data and information from cyber-attacks. If one of the security controls fail, then another layer within your controls will hopefully protect your data and information thwarting the attack.</p> <p>Participants who complete this training will come away with a better understanding of:</p> <ul style="list-style-type: none"> <li>• How adversaries bypass traditional defense strategies</li> <li>• A well-defined framework for protecting their business infrastructure from adversaries</li> <li>• How to implement and manage a Defense-in-Depth strategy in their organization and verify it is working properly</li> </ul>	<p>Up to 25 participants</p> <p>\$2,500</p>	<p>Up to 25 participants</p> <p>\$4,000</p>	<p>100+ participants</p> <p>Half Day: \$2,000</p> <p>Full Day: \$3,500</p>

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Offering Name	Description	Half Day	Full Day	Virtual Event
<b>Zero Trust</b>	<p>Zero Trust is a security concept centered on the belief that organizations should not automatically trust anything <u>inside</u> or <u>outside</u> its perimeters. Organizations must verify anything and everything trying to connect to its networks/systems before granting access. Zero Trust utilizes security concepts and threat models that no longer assume that actors, systems or services operating from within the security perimeter should be trusted.</p> <p>Participants who complete this training will become skilled on the core principles of Zero Trust, be able to evaluate and plan for implementing or converting to a Zero Trust framework and most importantly, be able to monitor and deliver analytics of network/system disturbances.</p>	<p>Up to 25 participants</p> <p>\$2,500</p>	<p>Up to 25 participants</p> <p>\$4,000</p>	<p>100+ participants</p> <p>Half Day: \$2,000</p> <p>Full Day: \$3,500</p>
<b>Adversarial Review</b>	<p>An adversarial review assessment is used to help improve an organization's readiness to withstand attacks from different attack vectors. This training focuses on the strengths and weaknesses within an organization's cybersecurity strategy by reviewing the people, processes and technology which support it.</p> <p>Participants who complete this training will have a better understanding of:</p> <ul style="list-style-type: none"> <li>• Your adversary's motivations along with tools, techniques, and procedures</li> <li>• Why uniform policies are needed for your cybersecurity strategy</li> <li>• Improving your organization's readiness to withstand attacks from different attack vectors</li> <li>• Your organization's own cyber resiliency</li> </ul>	n/a	<p>This is a 3-phase service and will only be offered as full day availability</p> <p>Pricing is delivered by quote only</p>	<p>100+ participants</p> <p>Pricing is delivered by quote only</p>

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The Tech Data Cyber Range also offers access to various third-party training opportunities that partners can leverage:

Third-Party Training	Description	Link
CloudRange	Cloud Range provides subscription-based access to the world's leading cloud-hosted cyber range to give your Security Operations Center (SOC) Team the ability to train on a hyper-realistic, network including actual licensed Security Information & Event Management (SIEM), firewalls, and other tools your team uses every day.	<a href="https://cyberrange.techdata.com/training-programs/cloud-range/">https://cyberrange.techdata.com/training-programs/cloud-range/</a>
Cybrary	Cybrary offers cloud-based cybersecurity training courses in on demand-video format with business subscriptions available. Access high quality, exclusive cybersecurity and IT video learning resources you can't find anywhere else, only on Cybrary. Learn anytime, anywhere from subject matter experts, industry professionals, and thought-leading companies. Earn certificates and CEU/CPEs and engage with a community of ~2,400,000 professionals around the world.	<a href="https://cyberrange.techdata.com/training-programs/cybrary/">https://cyberrange.techdata.com/training-programs/cybrary/</a>
RangeForce	The Tech Data Cyber Range now offers RangeForce an online, gamified training program that gives partners a way to offer advanced threat training to IT professionals. Both partners and IT professionals can experiment with authentic simulations all within a safe, protected environment. Our RangeForce users will gain the ability to recognize and contain threats, identify and fix weaknesses and utilize the latest threat hunting tools to minimize the risk of a successful cyberattack.	<a href="https://cyberrange.techdata.com/training-programs/rangeforce/">https://cyberrange.techdata.com/training-programs/rangeforce/</a>

If you are interested in scheduling a class or need more information on a training offering, please contact us at [securityservices@techdata.com](mailto:securityservices@techdata.com).