

Talanos Cybersecurity G Cloud 13 Pricing Document

May 2022



Executive Summary

The world has changed forever due to COVID-19 and with the workforce facing a permanent move to working from home, company budgets are being reallocated to the speedy transition towards digital.

What threats lurk from the home office where it is essential to keep people working and motivated at the potential expense of security? Most organisations are not ready for this.

Our prediction is that this rapid transformation will hasten in the unprecedented adoption of the cloud, zero trust networking and the digital identity becoming the new 'edge'.

Talanos Cybersecurity's core services are aligning with these three trends to provide a future proof and holistic view on an organisation's cyber security.

Adoption of Cloud – Be Everywhere

The AlienVault SIEM that is the technology pillar of Talanos' services is itself cloud based and connects to both cloud and on-premise environments. A number of pre-built integrations and plugins provide a single view of the enterprise assets and correlate events across them to detect indicators of compromise. Integrated threat intelligence drawn from a global community of customers and security researchers ensures that the SIEM engine is automatically updated with the latest detection rules.

Zero Trust Architecture

Zero Trust Architectures treat all entities and network requests as untrusted until verified, and therefore inspect and log all traffic; continuously monitor interactions and adjust as needed. Forrester have listed the following practical steps that organisations can follow to implement Zero Trust – (1) Identify and map the flows of sensitive data, (2) Employ network segmentation with Zero Trust micro-perimeters, (3) Continuously monitor your ecosystem using analytics and (4) Embrace automation and orchestration.

Identity is Security

Where most MSSP's are focused on external threats, Talanos can additionally govern the identities of authorised and privileged users, analysing their patterns of good behaviour. Identity brings context to what would otherwise be meaningless interactions between endpoints and understanding 'why' transactions occur is critical in detecting nuanced behaviour like fraud, unintentional insider exploitation and advanced persistent threats.

Bringing these aspects together are a team of UK based, NCSC accredited cybersecurity professionals who will regularly meet with your stakeholders to discuss strategies on dealing with risks, both current and emerging. Working together with our security analysts, Talanos provide 24/7/365 coverage of your environment to proactively detect threats and to respond accordingly.

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Pricing Overview

Talanos Cybersecurity is the trading name for Prosense Technology Limited. This single pricing document aims to provide a complete and comprehensive listing across all Talanos service offerings listed on the Digital Marketplace and G Cloud.

Although cybersecurity solutions can be complex, containing multiple separate components and integration effort, it's important that buyers are able to understand the fee structure to be able to self-price solutions based on their requirements. Talanos have included as much detail by listing out individual itemised charges although final pricing can be simplified and consolidated into a single monthly charge. In addition to this, SFIA day rates have been included to give buyers an idea of the types of charges that can be expected through the service delivery.

All charges are exclusive of VAT and subject to a minimum twelve (12) month term, payable in advance. Talanos will work with the buyer to complete and verify the Order Form, using the charges outlined in this document.

Cloud IT Strategic Services

NCSC Certified Cybersecurity Professional – Security Architect

Charges are primarily defined on a T&M basis in line with the resource prices set out in the SFIA Rate Card. The primary aspect of the Security Architect services is based on 'Set Strategy/Inspire' level resource and is priced at **£1,250** per day.

Security Integration & Engineering

Charges are primarily defined on a T&M basis in line with the resource prices set out in the SFIA Rate Card however fixed price engagements can also be agreed with payment based on completed milestones / deliverables.

Cyber Security Services

User Awareness and Training

Working together with our partner KnowBe4, Talanos will manage a comprehensive organisational security awareness and training program that includes the following activities:

- Initial project jumpstart and advisory (limited to 4 hours)
- Baseline testing to assess the current maturity of the organisation's users
- Automated phishing from pre-defined and popular email templates
- Interactive training modules, videos, games, posters and newsletters
- Monthly engagement and improvement reporting

The monthly charges, payable in advance are as follows:

Size of Organisation (No. of Users)	Charge per user per month
1 - 25	£4.50
26 - 100	£4.00
101 - 500	£3.50
501+	£3.00

Onboarding charges are included in the above monthly user charges and any additional advisory can be requested on a T&M basis in line with the resource prices set out in the SFIA Rate Card.

Public Attack Surface Monitoring (WAST and Digital Risk)

Automate your web application security testing with our partner Acunetix who will detect web and network vulnerabilities and potential malware, provide detailed findings for your developers and integrate into your SDLC to confirm resolution. Talanos combine this reporting with Dark Beam scans of your DNS, IPs (and reputations), SSL certificates and mail configuration to provide a holistic and comprehensive view of your external attack surface. A monthly report is presented with analyst context and commentary, and alerts are generated as major system changes are pushed in Production and detected.

A single monthly charge, payable in advance for a standard customer profile which includes:

- Initial project jumpstart and advisory (limited to 4 hours)
- Single user access to the portal
- Digital footprint risk monitoring
- Five (5) unique URL monitoring and testing
- Monthly consolidated external threat and risk assessment report

Size of Digital Footprint (No. of Unique URLs)	Charge per month
1 - 5	£950.00
6 - 10	£1,720.00
11+	Price available upon request

Onboarding charges are included in the above monthly charges and any additional advisory can be requested on a T&M basis in line with the resource prices set out in the SFIA Rate Card.

Dark Web Exposure Monitoring

Dark web monitoring is the process of searching for and keeping track of personal information found on a portion of the internet not accessible via normal means. Talanos can provide a detailed monthly evaluation report of available dark web records relating to your

organization. Alerts of newly discovered/leaked records are also raised as incidents as and when they emerge.

For a single monthly charge, payable in advance, the exposure monitoring service includes:

- List of breached records and available data on organisation domain(s), IP addresses and VIP personal email addresses (10x)
- Analysis of accuracy and timeliness of data
- Nature of breach (where disclosed)
- Remedial actions to be taken

Size of Organisation (No. of Users)	Charge per month
1 - 50	£210.00
51 - 100	£320.00
101 - 200	£450.00
201 - 500	£525.00
501 - 1000	£930.00
1001+	Price available upon request
Per User Cost Option	£4.50 - £0.75 per user per month

Breach data is sourced ethically, and the data handled confidentially by a limited number of Talanos security specialists. Onboarding charges are included in the above monthly user charges and any additional advisory can be requested on a T&M basis in line with the resource prices set out in the SFIA Rate Card.

Cyber Security Operations Centre (SOC)

Our managed SOC service monitors your cloud and on-premise infrastructure, networks and end-users.

A single monthly charge, which varies based on the SLA package selected (Gold or Platinum) and the size of the ingested raw log data, payable in advance.

Gold Managed Detection and Response

The complete managed service includes all of the following components:

AlienVault SaaS Licensing:

- USM Anywhere - Cloud Hosted SIEM – Single tenant with customer’s choice of region
 - Asset Discovery
 - File Integrity Monitoring
 - Vulnerability Scanning
 - Cross sensor event correlation
 - Behavioural Monitoring through Trends & Analytics
 - NIST & PCI Compliance Reporting
- Sensors
- Unlimited downloadable archived cold storage
- AlienVault Labs Threat Intelligence & Open Threat Exchange (OTX) subscriptions
- AlienApps for advanced application integration and SOAR

- AlienVault 24/7/365 Product Support – with 1 hour service level objective for Severity 1 product issues

Dark Web Monitoring:

- Entry-level package for one customer domain
- 10 email addresses (VIP protection)

AlienVault Training and Examination Voucher

- Live instruction, delivered online
- 2-Day course on Deploy, Configure & Manage of USM Anywhere
- Voucher for AlienVault USM Certified Security Engineer (AVSE) Exam
- Expires 180 days after purchase if not used

Managed Detection & Response Service

- 24/7/365 Alerting, service desk management & P1 Response
- 17/5 P2 – P5 Response
- Incident Analysis & Response (SLA Monitored)
- Vulnerability Management Program
- PCI Audited
- Interact closely with virtual team from Customer
- 5x named security analysts, project manager and service manager – security vetted, cyber security certified

Implementation & Engineering Support Retainer:

- 2-week Go-Live, followed by additional source rollout
- Log tuning and custom correlation rules
- Ongoing service extension, sensor upgrades, plugin enhancements
- Service management & continuous service improvement
- Service documentation
- Program & project management

Platinum Managed Detection and Response

The platinum service extends upon the gold service by adding additional SLAs and capabilities:

Managed Detection & Response Service

- 24/7/365 Alerting, service desk management & P1 – P5 Response
- Service & Server Availability & Configuration Monitoring
- Monthly external threat and risk advisory meeting
- MITRE ATT&CK based threat hunting (6-month window)

Implementation & Engineering Support Retainer:

- BCP, DR, audit assistance and testing
- Customised Incident Response Playbooks
- Custom Plugins for remaining customer applications

Raw Log Ingestion per Month	Hot Searchable Storage (Days)	Sensors Included	Gold Monthly	Platinum Monthly
250GB	30	2	£ 5,145.40	£ 6,689.02
250GB	90	2	£ 5,391.10	£ 7,008.43
500GB	30	2	£ 5,642.00	£ 7,334.60
500GB	90	2	£ 6,507.80	£ 8,460.14
1TB	30	2	£ 6,566.30	£ 8,536.19
1TB	90	2	£ 7,387.20	£ 9,603.36
1.5TB	30	2	£ 8,100.00	£ 10,530.00
1.5TB	90	2	£ 10,282.73	£ 13,367.54
2TB	30	4	£ 9,890.00	£ 12,857.00
2TB	90	4	£ 13,253.63	£ 17,229.71
4TB	30	4	£ 15,592.50	£ 20,270.25
4TB	90	4	£ 24,391.13	£ 31,708.46
8TB	30	8	£ 21,380.63	£ 27,794.81
8TB	90	8	£ 44,544.94	£ 57,908.42
Additional Sensor	-	1	£ 50.00	£ 50.00

Both smaller and larger instances (in terms of raw log ingestion and hot storage days) are priced on request. Onboarding charges are included in the above monthly charges and any additional advisory can be requested on a T&M basis in line with the resource prices set out in the SFIA Rate Card.

Privileged Account Management (PAM)

Discover, manage, provision and delegate seamless access to privileged accounts and endpoints. Our PAM solution, based on technology from our partner Delinea (ex Thycotic and Centrify), empowers organisations to secure critical data, devices, code, and cloud infrastructure to help reduce risk, ensure compliance, and simplify security. Our team can help you with your implementation or deploy it as a managed service.

For a single monthly charge, payable in advance, charges are based on the number of PAM users (human end-users who administer and make use of multiple privileged service and non-service accounts otherwise known as secrets):

Size of System Administrator Staff (No. of PAM end-users)	Charge per month
10	£3,125.00
25	£6,935.00
50	£12,675.00
100	Price available upon request

Onboarding charges are included in the above monthly charges and any additional advisory can be requested on a T&M basis in line with the resource prices set out in the SFIA Rate Card.

SFIA Rate Card

The following Skills for the Information Ages (SFIA) rates apply:

SFIA Rate Card (£ per day)						
	Strategy and architecture	Change and Transformation	Development and implementation	Delivery and Operation	People and skills	Relationships and engagement
1. Follow	£450.00	£450.00	£450.00	£450.00	£450.00	£450.00
2. Assist	£550.00	£550.00	£550.00	£550.00	£550.00	£550.00
3. Apply	£750.00	£750.00	£750.00	£750.00	£750.00	£750.00
4. Enable	£850.00	£850.00	£850.00	£850.00	£850.00	£850.00
5. Ensure or advise	£900.00	£900.00	£900.00	£900.00	£900.00	£900.00
6. Initiate or influence	£1,000.00	£1,000.00	£1,000.00	£1,000.00	£1,000.00	£1,000.00
7. Set strategy or inspire *	£1,250.00	£1,250.00	£1,250.00	£1,250.00	£1,250.00	£1,250.00

* NCSC Certified Cybersecurity Professionals (CCP) – Security Architecture

Standards for consultancy day rate cards

Consultant's working day	8 hours exclusive of travel and 1 hour lunch
Working week	Monday to Friday excluding national holidays
Office hours	9:00am to 6:00pm Monday to Friday
After hours premium	Outside of Office hours, the following overtime rates apply (on an hourly basis): Monday to Friday: 30% premium applied Saturday and Sunday: 50% premium applied Bank Holidays: 100% premium applied
Offshore Delivery	30% discount on published rate for services delivered remotely from outside the UK (Indian or South African delivery centre)
Travel	Travel and accommodation charged at cost unless arranged by customer, in line with their expense policy
Subsistence	When travelling overnight for business, £30 per day unless arranged by customer, in line with their expense policy
Mileage	Charged at 35p per mile
Professional indemnity insurance	Included in day rate
Flexible engagement models	Please ask us about alternative pricing models, approaches and terms

Level Definitions

	Autonomy	Influence	Complexity	Business skills	Knowledge
Follow	Works under close direction. Uses little discretion in attending to enquiries. Is expected to seek guidance in unexpected situations.	Minimal influence. May work alone or interact with immediate colleagues.	Performs routine activities in a structured environment. Requires assistance in resolving unexpected problems. Participates in the generation of new ideas.	<ul style="list-style-type: none"> Has sufficient oral and written communication skills for effective engagement with immediate colleagues. Uses basic systems and tools, applications and processes. Demonstrates an organised approach to work. Has basic digital skills to learn and use applications and tools for their role. Learning and professional development — contributes to identifying own development opportunities. Security, privacy and ethics — understands and complies with organisational standards. 	Has a basic generic knowledge appropriate to area of work. Applies newly acquired knowledge to develop new skills.
Assist	Works under routine direction. Uses limited discretion in resolving issues or enquiries. Determines when to seek guidance in unexpected situations. Plans own work within short time horizons.	Interacts with and may influence immediate colleagues. May have some external contact with customers, suppliers and partners. Aware of need to collaborate with team and represent users/customer needs.	Performs a range of work activities in varied environments. May contribute to routine issue resolution. May apply creative thinking or suggest new ways to approach a task.	<ul style="list-style-type: none"> Has sufficient oral and written communication skills for effective engagement with colleagues and internal users/customers. Understands and uses appropriate methods, tools, applications and processes. Demonstrates a rational and organised approach to work. Has sufficient digital skills for their role. Learning and professional development — identifies and negotiates own development opportunities. Security, privacy and ethics — is fully aware of organisational standards. Uses appropriate working practices in own work. 	Has gained a basic domain knowledge. Demonstrates application of essential generic knowledge typically found in industry bodies of knowledge. Absorbs new information when it is presented systematically and applies it effectively
Apply	Works under general direction. Receives specific direction, accepts guidance and has work reviewed at agreed milestones. Uses discretion in identifying and responding to complex issues related to own assignments. Determines when issues should be escalated to a higher level. Plans and monitors own work (and that of others where applicable) competently within limited deadlines.	Interacts with and influences colleagues. May oversee others or make decisions which impact routine work assigned to individuals or stages of projects. Has working level contact with customers, suppliers and partners. Understands and collaborates on the analysis of user/customer needs and represents this in their work. Contributes fully to the work of teams by appreciating how own role relates to other roles.	Performs a range of work, sometimes complex and nonroutine, in a variety of environments. Applies a methodical approach to routine and moderately complex issue definition and resolution. Applies and contributes to creative thinking or finds new ways to complete tasks.	<ul style="list-style-type: none"> Demonstrates effective oral and written communication skills when engaging on issues with colleagues, users/customers, suppliers and partners. Understands and effectively applies appropriate methods, tools, applications and processes. Demonstrates judgement and a systematic approach to work. Effectively applies digital skills and explores these capabilities for their role. Learning and professional development — takes the initiative to develop own knowledge and skills by identifying and negotiating appropriate development opportunities. Security, privacy and ethics — demonstrates appropriate working practices and knowledge in non-routine work. Appreciates how own role and others support appropriate working practices. 	Has sound generic, domain and specialist knowledge necessary to perform effectively in the organisation typically gained from recognised bodies of knowledge and organisational information. Has an appreciation of the wider business context. Demonstrates effective application and the ability to impart knowledge found in industry bodies of knowledge. Absorbs new information and applies it effectively
Enable	Works under general direction within a clear framework of accountability. Exercises substantial personal responsibility and autonomy. Uses substantial discretion in identifying and responding to complex issues and assignments as they	Influences customers, suppliers and partners at account level. Makes decisions which influence the success of projects and team objectives. May have some responsibility for the work of others and for the allocation of resources. Engages with and contributes	Work includes a broad range of complex technical or professional activities, in a variety of contexts. Investigates, defines and resolves complex issues. Applies, facilitates and develops creative thinking concepts or finds innovative ways to approach a deliverable	<ul style="list-style-type: none"> Communicates fluently, orally and in writing, and can present complex information to both technical and non-technical audiences when engaging with colleagues, users/customers, suppliers and partners. Selects appropriately from, and assesses the impact of change to applicable standards, methods, tools, applications and processes relevant to own specialism. 	Has a thorough understanding of recognised generic industry bodies of knowledge and specialist bodies of knowledge as necessary. Has gained a thorough knowledge of the domain of the organisation. Is able to apply the knowledge

	<p>relate to the deliverable/scope of work. Escalates when issues fall outside their framework of accountability. Plans, schedules and monitors work to meet given objectives and processes to time and quality targets.</p>	<p>to the work of cross-functional teams to ensure that customers and user needs are being met throughout the deliverable/scope of work. Facilitates collaboration between stakeholders who share common objectives. Participates in external activities related to own specialism.</p>		<ul style="list-style-type: none"> • Demonstrates an awareness of risk and takes an analytical approach to work • Maximises the capabilities of applications for their role and evaluates and supports the use of new technologies and digital tools. • Contributes specialist expertise to requirements definition in support of proposals. • Shares knowledge and experience in own specialism to help others. • Learning and professional development — maintains an awareness of developing practices and their application and takes responsibility for driving own development. Takes the initiative in identifying and negotiating their own and supporting team members' appropriate development opportunities. Contributes to the development of others. • Security, privacy and ethics — fully understands the importance and application to own work and the operation of the organisation. Engages or works with specialists as necessary 	<p>effectively in unfamiliar situations and actively maintains own knowledge and shares with others. Rapidly absorbs and critically assesses new information and applies it effectively</p>
<p>Ensure or advise</p>	<p>Works under broad direction. Work is often self-initiated. Is fully responsible for meeting allocated technical and/or group objectives. Analyses, designs, plans, executes and evaluates work to time, cost and quality targets. Establishes milestones and has a significant role in the assignment of tasks and/or responsibilities.</p>	<p>Influences organisation, customers, suppliers, partners and peers on the contribution of own specialism. Makes decisions which impact the success of assigned work, i.e. results, deadlines and budget. Has significant influence over the allocation and management of resources appropriate to given assignments. Leads on user/customer and group collaboration throughout all stages of work. Ensures users' needs are met consistently through each work stage. Builds appropriate and effective business relationships across the organisation and with customers, suppliers and partners. Creates and supports collaborative ways of working across group/area of responsibility. Facilitates collaboration between stakeholders who have diverse objectives.</p>	<p>Implements and executes policies aligned to strategic plans. Performs an extensive range and variety of complex technical and/or professional work activities. Undertakes work which requires the application of fundamental principles in a wide and often unpredictable range of contexts. Engages and coordinates with subject matter experts to resolve complex issues as they relate to customer/organisational requirements. Understands the relationships between own specialism and customer/organisational requirements.</p>	<ul style="list-style-type: none"> • Demonstrates leadership in operational management. • Analyses requirements and advises on scope and options for continual operational improvement. • Assesses and evaluates risk. • Takes all requirements into account when making proposals. • Shares own knowledge and experience and encourages learning and growth. • Advises on available standards, methods, tools, applications and processes relevant to group specialism(s) and can make appropriate choices from alternatives. • Understands and evaluates the organisational impact of new technologies and digital services. • Creatively applies innovative thinking and design practices in identifying solutions that will deliver value for the benefit of the customer/stakeholder. • Clearly demonstrates impactful communication skills (oral, written and presentation) in both formal and informal settings, articulating complex ideas to broad audiences. • Learning and professional development — takes initiative to advance own skills and identify and manage development opportunities in area of responsibility. • Security, privacy and ethics — proactively contributes to the implementation of appropriate working practices and culture. 	<p>Is fully familiar with recognised industry bodies of knowledge both generic and specific, and knowledge of the business, suppliers, partners, competitors and clients. Develops a wider breadth of knowledge across the industry or business. Applies knowledge to help to define the standards which others will apply</p>
<p>Initiate or influence</p>	<p>Has defined authority and accountability for actions and decisions within a significant area of work, including technical, financial and quality aspects. Establishes organisational</p>	<p>Influences policy and strategy formation. Initiates influential relationships with internal and external customers, suppliers and partners at senior management level, including industry</p>	<p>Contributes to the development and implementation of policy and strategy. Performs highly complex work activities covering technical, financial and quality aspects. Has deep expertise in own</p>	<ul style="list-style-type: none"> • Demonstrates leadership in organisational management. • Understands and communicates industry developments, and the role and impact of technology. • Manages and mitigates organisational risk. • Balances the requirements of 	<p>Has developed business knowledge of the activities and practices of own organisation and those of suppliers, partners, competitors and clients. Promotes the application of generic and specific</p>

	objectives and assigns responsibilities.	leaders. Leads on collaboration with a diverse range of stakeholders across competing objectives within the organisation. Makes decisions which impact the achievement of organisational objectives and financial performance.	specialism(s) and an understanding of its impact on the broader business and wider customer/ organisation.	proposals with the broader needs of the organisation. <ul style="list-style-type: none"> • Promotes a learning and growth culture in their area of accountability. • Leads on compliance with relevant legislation and the need for services, products and working practices to provide equal access and equal opportunity to people with diverse abilities. • Identifies and endorses opportunities to adopt new technologies and digital services. • Creatively applies a wide range of innovative and/or management principles to realise business benefits aligned to the organisational strategy. • Communicates authoritatively at all levels across the organisation to both technical and non-technical audiences articulating business objectives. • Learning and professional development — takes the initiative to advance own skills and leads the development of skills required in their area of accountability. • Security, privacy and ethics — takes a leading role in promoting and ensuring appropriate working practices and culture throughout own area of accountability and collectively in the organisation. 	bodies of knowledge in own organisation. Develops executive leadership skills and broadens and deepens their industry or business knowledge.
Set Strategy and Inspire	At the highest organisational level, has authority over all aspects of a significant area of work, including policy formation and application. Is fully accountable for actions taken and decisions made, both by self and others to whom responsibilities have been assigned.	Inspires the organisation, and influences developments within the industry at the highest levels. Makes decisions critical to organisational success. Develops long-term strategic relationships with customers, partners, industry leaders and government. Collaborates with leadership stakeholders ensuring alignment to corporate vision and strategy.	Applies the highest level of leadership to the formulation and implementation of strategy. Performs extensive strategic leadership in delivering business value through vision, governance and executive management. Has a deep understanding of the industry and the implications of emerging technologies for the wider business environment.	<ul style="list-style-type: none"> • Has a full range of strategic management and leadership skills. • Communicates the potential impact of emerging practices and technologies on organisations and individuals and assesses the risks of using or not using such practices and technologies. • Establishes governance to address business risk. • Ensures proposals align with the strategic direction of the organisation. • Fosters a learning and growth culture across the organisation. • Assess the impact of legislation and actively promotes compliance and inclusivity. • Advances the knowledge and/or exploitation of technology within one or more organisations. • Champions creativity and innovation in driving strategy development to enable business opportunities. • Communicates persuasively and convincingly across own organisation, industry and government to audiences at all levels. • Learning and professional development — ensures that the organisation develops and mobilises the full range of required skills and capabilities. • Security, privacy and ethics — provides clear direction and strategic leadership for the implementation of working practices and culture throughout the organisation. 	Has established a broad and deep business knowledge including the activities and practices of own organisation and a broad knowledge of those of suppliers, partners, competitors and clients. Fosters a culture to encourage the strategic application of generic and specific bodies of knowledge within their own area of influence.