



**SlashNext
Partner Discussion Topics
& Qualification Questions**

Discussion Topics / Key Questions - EMAIL

- Analysts indicate that 40% of companies will move away from Email SEG's by 2023 and that the ICES market is growing 20% YOY.
- Are you aware that Microsoft have strong protection against general purpose attacks but even Microsoft recommends a Defense in Depth strategy by working with supplemental security apps to augment its security stack?
 - Has your company experienced a successful BEC or Email attack targeting users?
 - Does your current Email security provider protect against Business Email Compromise, Link based attacks and Attachment attacks?
 - Are you using M365 Email and Microsoft's Security Stack (Defender for Office)?
 - Do you use a Secure Email Gateway from companies such as Proofpoint, Mimecast, Barracuda etc?
- Closing Question:
 - Would you be willing to invest 5 minutes to setup an Observability Assessment of your M365 email environment so we can show you all the threats that are evading your current defenses?

Discussion Topics / Key Questions - Endpoints

- 90%+ of external attacks (Ransomware, Malware) start with a successful targeted spear phish / zero-hour threats.
- 50% of these attacks occur in a messaging application that is not email.
 - Has your company experienced a successful BEC, SMS or other Human Compromise attack?
 - Are you seeing an increase in attacks on SMS?
 - How do you prevent targeted phishing threats outside of email (Linkedin, Slack, Twitter, GMAIL, SMS)?
 - How do you prevent spear phishing threats for users who are intermingling personal & productivity on corporate assets (e.g. Workstations & Mobile)?
 - Do you think phishing awareness training is enough to protect your business?
 - How are you securing your managed mobile devices (IOS/Android) against SMS and targeted spear phishing?
- Closing Question:
 - Would you like to have an Observability Assessment to see if your users are interacting with any malicious web pages?
 - Would you like a trial of SlashNext mobile or Browser protection?