Tech Data ISAO Threat Feed

Information Sharing and Analysis Organization (ISAO) Memberships

Cyber threats facing your customers grow every day, making it impossible for them to keep up with every new threat by themselves. To address this challenge, many companies choose to join cybersecurity communities.

By Presidential order, Information Sharing and Analysis Organizations (ISAO) were created in 2015. These organizations allow companies, local governments, and security professionals to form communities that collaborate, share intelligence, and deliver training and conferences to take place under the veil of mutual non-disclosure agreements. This allows the participants to freely share timely, analyzed, and highly relevant data amongst each other.

There are too many threats, threat actors and new threat vectors for any entity to fend off alone. With the massive and growing cybersecurity skills gap, every company needs extra help from competent cybersecurity professionals. **Tech Data's ISAO Threat Feed** draws from a very large community of members and leverages competent analysis through our collaboration with The Arizona Cyber Warfare Range and National Cyber Warfare Foundation. By joining our ISAO Threat Feed, your customers are leveraging mutual collaboration for their cyber defense.

Benefits to Your Customers

Cost effective threat intelligence – threat intelligence feeds are typically costly and draw from a small pool of collaborators. **Tech Data's ISAO Threat Feed** provides the breadth and depth to ensure that your customers gain access to the most comprehensive threat intelligence.

Real Time Indicators of Compromise (IOCs) - attacker IP addresses, hashes of malware, phishing and spam infrastructure are delivered to your customers' SIEM, firewalls, or to their team directly. False positives are removed, and the enriched data is reliably delivered through experts with years of experience.

Secure and Private Communications Among Members – sharing intelligence, collaboration, and questions must remain confidential. The **Tech Data ISAO Threat Feed** offers a secure and confidential platform for your communications with other ISAO members.

Education and Technical Resources – your customers will have access to a private portal where they will find educational references and other resources. It also includes technical documents on topics ranging from threat hunting to breach mitigation. Members also have exclusive access to technical workshops and conferences.

Benefits to Your Company

Portfolio Expansion – Add a new security competency to your portfolio or strengthen your existing security technology sales by bundling **Tech Data's ISAO Threat Feed** membership for extra margin.

Recurring Revenue – The ISAO Threat Feed is an annual membership available directly through your Tech Data sales team.

An Exclusive Offering – ISAO memberships are not available outside the Tech Data partner network. Your customers' only access to this community is through your company.

Increased Pro itability – higher margins for your business.

How Does it Work?

The **Tech Data ISAO Threat Feed** is offered as an annual subscription. Once your customers have purchased their annual membership, their company and identified users will be added to the ISAO systems. This includes user logins. They will receive an email with instructions on where to find our systems and how-to login, where to get member support, and the next steps to take to establish where they would like to receive the data feeds. Available data feed formats are Stix/Taxii, syslog, daily email, or web download.

How Do You Sell the ISAO Threat Feed?

Tech Data's ISAO Threat Feed offers your customers a threat intelligence feed with enhanced benefits. The threat intelligence is the collaboration of all our members, plus the threat intelligence of our cyber range partners and trusted third parties. The threat data is then enriched, analyzed, and vetted before it is forwarded to the members. This enrichment and vetting will save your customer's team from having to do the same work. By consolidating this work at our ISAO, it saves all members time and money.

In addition to sharing vetted, and highly relevant threat intelligence, the ISAO membership is also a collaborative resource. Working in unison with the membership-at-large, your customer has access to highly skilled cybersecurity talent representing a vastly larger team than your customer can afford to retain. In addition, the **Tech Data ISAO Threat Feed** has a large repository of best practices, training materials, and real time industry news. Accessing this educational content helps your customer upskill and maintain a cutting-edge in cybersecurity.

The annual subscription price is a nominal investment, less than half the cost of hiring a paid intern for a year, and provides access to threat intelligence and resources that are invaluable to your customers.

To learn more about how you can add Tech Data's ISAO Threat Feed to your portfolio, contact your Tech Data sales representative or email SecurityServices@techdata.com.