LightCyber Announces New UK Channel Partners, Delivering Behavioural Attack Detection to Stop Costly Data Breaches

Submitted by: Sally Bratton PR
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Magna combines full network visibility with machine learning to detect active attackers

LONDON, UK – 12 October 2016 – LightCyber, a leading provider of Behavioural Attack Detection (http://lightcyber.com/why-lightcyber-for-attack-detection/) solutions, today announced that it has signed four value-added resellers – Cygnia, Pentesec, Satisnet and SJG Digital – to deliver its award-winning Magna products to the UK market, with scope to add a few more before the end of the year. LightCyber's technology combines full network visibility with machine learning, allowing organisations to detect an attacker that might otherwise be invisible to the security team.

"Our route to market is exclusively through the channel," said Alex Moyes, Regional Sales Director UK&I at LightCyber. "As a fresh vendor to the UK, we have been able to build a channel of genuinely value-added resellers who are looking for a real turnkey product to secure their customers' networks. These partners are led by industry veterans with proven experience and I'm delighted with the speed at which they have adopted our technology."

Finding active attackers in networks must be accomplished by identifying their operational activities as they methodically conduct reconnaissance in an unfamiliar network and move to expand their sphere of control. Having a complete vantage to network traffic is essential, as the primary attack activities occur on the network, between users and devices. Discerning these comes through behavioural profiling of all users and devices. Once a baseline of learned good behaviour is obtained, it is possible to detect anomalies. These anomalies need further refinement to find those that are truly indicative of an attack. LightCyber's Behavioural Attack Detection technology delivers on all of these aspects.

Moyes continued, "Trusted customer relationships are extremely valuable to our partners and I'm excited that they are, in turn, being entrusted to us, so we can achieve our ultimate aim - an industry where the tables are turned on cyber attackers and network dwell time is counted in minutes, not months."

LightCyber enhances revenue opportunities for channel partners by broadening partners' security solution set and associated services offerings via its LightCyber Technology Alliance Program (LTAP). With LTAP, channel partners can add greater value and increase the scope of deployments for completeness by integrating the LightCyber Magna™ platform with other leading security products, such as the HPE ArcSight ESM Security Information and Event Management (SIEM), the Check Point Next Generation Threat Prevention Solutions, Palo Alto Networks' Next Generation Firewalls and Gigamon GigaSECURE Security Delivery Platform. The resulting solution provides greater security intelligence and remediation options for channel partners' customers to protect their networks.

Comments from LightCyber's new UK channel partners:
"As a cyber security solution provider, Cygnia is always looking for technologies that are at the leading edge of the fight against cybercrime and enhance our customers' security posture by identifying weak areas in their existing infrastructure. LightCyber fills this gap in our portfolio and we have already had a positive response from our customer base to the benefits it will bring to increasing their

security," said Jon Busfield, MD at Cygnia.

"As a technically founded business we are constantly reviewing emerging technologies to provide our customers with solutions to combat the ever evolving security landscape. With breaches on the increase, Pentesec were looking for a product that performed behavioural attack detection across the entire network. We were impressed with the sleek and elegant, user friendly design of LightCyber Magna. With the bonus of built-in remediation it felt like an obvious choice," commented Ian Turnbull, MD at Pentesec.

"At Satisnet we are excited about the potential of our relationship with LightCyber, in no small part due to the reception we've had from our customers whilst discussing the technology with them. We've had a lot of vendors speak to us about their solutions and we've seen a rapid growth in vendors talking about monitoring command and control communications, monitoring the network for anomalies, identifying malicious insiders and raising an alarm. LightCyber gives us the opportunity to perform all of those functions and not only solve a particular problem for our customers of finding malicious actors once they are inside the network, but also to prevent further attack, by integrating with some of our existing vendors," said David Gray, Sales Manager at Satisnet.

"LightCyber Magna rocks! We've seen many solutions that claim to plug this gap but none are as informative and easy to use as Magna. Often, when something looks good and is intuitive, there's a sacrifice to be made somewhere but in LightCyber's offering they've hit the nail on the head with a cracking product. Given that there's also the ability to "make safe" from within Magna, even the most isolated Network Defender is empowered to prevent an issue from becoming a crisis before the cavalry arrive. As if having a good product isn't enough, LightCyber are also a great bunch of people to deal with so doing business is a breeze," commented Stuart Green, MD at SJG Digital.

Watch LightCyber's new animated video about how to reduce security alerts and accuracy, here: http://lightcyber.com/how-many-security-alerts-are-too-many-video/

About LightCyber

LightCyber is a leading provider of Behavioural Attack Detection solutions that provide accurate and efficient security visibility into attacks that have slipped through the cracks of traditional security controls. The LightCyber Magna™ platform is the first security product to integrate user, network and endpoint context to provide security visibility into a range of attack activity. Founded in 2012 and led by world-class cyber security experts, the company's products have been successfully deployed by top-tier customers around the world in industries including the financial, legal, telecom, government, media and technology sectors. For more information, please visit http://www.lightcyber.com or follow us on Twitter, LinkedIn and Facebook.

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