

THREAT ACTOR COMMUNICATIONS RETAINER

We provide you with **necessary threat intelligence** and a strategy to ensure the most cost-effective outcome so you can get back to business.

Dealing with a ransomware attack is stressful enough. Allow GRIT's qualified negotiators to communicate on your behalf.

In addition to Ransomware Investigation and Response services, our team of experts can communicate on your behalf with threat actors that have stolen and encrypted your sensitive information. Our team will provide a rapid, risk-informed negotiation strategy to ensure the best possible outcome for your organization.

Whether your strategy is to either gain enough information and time to help your business and technology teams recover, or to negotiate a lower payment, having pre-paid access to ransomware negotiators will ensure an agreed upon and prepared strategy for achieving the best possible outcome.

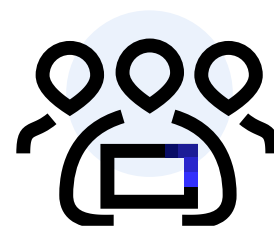
Key Benefits

- ✓ Use of GuidePoint Research and Intelligence Team (GRIT) Threat Profiles to effectively engage threat actors
- ✓ Understanding what may have been stolen and extracting information regarding how the threat actor operated within the environment
- ✓ Securely providing you with data, tools, or other information gathered as a result of communications with the threat actor
- ✓ Providing you with documentation about all threat actor communications
- ✓ Coordination with legal counsel, insurance personnel, and the incident response investigation
- ✓ Facilitating all aspects of the negotiation from start to finish including cryptocurrency payment, if needed

GRIT's threat actor negotiation team is comprised of highly-trained cyber threat intelligence analysts that have extensive experience in public and private sectors. By leveraging our breadth and depth of expertise, we are able to understand the technical and business challenges that organizations face when hit with ransomware and use this knowledge to craft an effective strategy that maximizes results.



GRIT's largest reduction in ransomware negotiation settlement across all industry verticals.



Let Our **ELITE** Team be your **ELITE** Team

GuidePoint Security's dedicated Threat Intelligence team allows you to utilize expert threat intelligence resources as an extension of your cybersecurity team.

Hundreds of Industry and Product Certifications



Communicating with threat actors is a complex process that requires expertise and nuance. GRIT works dynamically with all of your teams to develop a custom strategy that evolves as the incident response process takes place.



24 x 7 x 365 IR Hotline for Escalation Support – Dedicated hotline for GuidePoint Security Threat Actor Communications retainer customers



Service Level Agreements – GRIT negotiators will be accessible to assist within the below times, not to be exceeded:

- ✓ **Four (4) hours** for initial response to escalation and direct phone support
- ✓ **Eight (8) hours** for initial contact with the threat actor



Unused Retainer Hours – Convert directly into a Cyber Threat Profile Discovery that performs a point-in-time assessment of your external attack surface, deep and dark web presence, and brand risk, and translates findings into recommendations and threat profiles that identify the threat actors most likely to target your organization.

2023 Threat Actor Communication Statistics

Percentage of Negotiations Resulting in Payment	73%
Average Reduction in Ransom Demand	50%
Average Communications Duration	22 days
Longest Communications Duration	111 days

About Us

GuidePoint Security provides trusted cybersecurity expertise, solutions and services to help organizations make better decisions that minimize risk. GuidePoint’s unmatched expertise has enabled a third of Fortune 500 companies and more than half of the U.S. government cabinet level agencies to improve their security posture and reduce risk.