Cy-Napea
Cyber Guard

Cy-Napea®
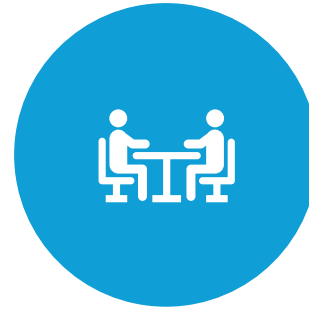
Cybersecurity Awareness Training

Learning Objectives

UNDERSTAND THE KEY FEATURES AND BENEFITS OF CY-NAPEA® CAT

EXPLAIN THE UNIQUE VALUE PROPOSITION (USP) OF CY-NAPEA® CAT

DEMONSTRATE HOW TO EFFECTIVELY HANDLE COMMON OBJECTIONS DURING CLIENT CONVERSATIONS.

APPLY DISCOVERY QUESTIONS

Learning Objectives

Introduction to Cybersecurity Awareness Training (CAT)

Why You Need CAT

Challenges in Traditional Cybersecurity Awareness Solutions

Value Proposition and Benefits

Competitors and Common Objections

Overview

- **Cy-Napea® Cybersecurity Awareness Training** (CAT) is an interactive training program designed to educate employees on cybersecurity threats.

- CAT educates end-users on phishing, malware, and social engineering attacks.
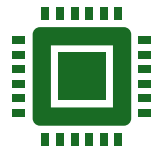
Key Components of SAT

Online Training

Employees can complete these lessons at their own pace.

Phishing Exercises

Safely test employees on their ability to recognize phishing threats.

Simulated Attacks

Replicate real-world attacks to help employees respond effectively.

On-demand Resources

Quick access to information and training materials

What is the Purpose of Cybersecurity Awareness Training?

Protects sensitive data, helps employees recognize and avoid cyber threats, and promotes a security-first mindset.

Reducing Human Error

The Weakest Link in Cybersecurity

- **Human error** is responsible for over 90% of cybersecurity incidents.
- **Cybersecurity Awareness Training (CAT)** educates employees to recognize phishing, malware, and other social engineering attacks.
- **Regular training** reduces the risk of costly breaches caused by human mistakes.

Building a Cybersecurity Culture

- Cybersecurity Awareness Training helps system administrators **create a security-first mindset** among employees.

- Security culture **reduces risky behaviors** such as falling for phishing scams or weak password practices.

- Employees become **active defenders**, recognizing and reporting threats early.

Cy-Napea® CAT

Compliance with Regulations (GDPR, SOC2, HIPAA)

- Many industries have **mandatory security awareness training** requirements to ensure compliance with standards like GDPR, SOC2, HIPAA, and more.

- Failing to meet these requirements can lead to **fines** and **legal consequences**.

Meeting Cyber Insurance Requirements

- Many cyber insurance providers now **require proof** of regular security awareness training.

- Non-compliance can lead to reduced coverage or **denied claims** in the event of a breach.

- CAT empowers companies to meet **insurance requirements** and enhancing their **security knowledge**.
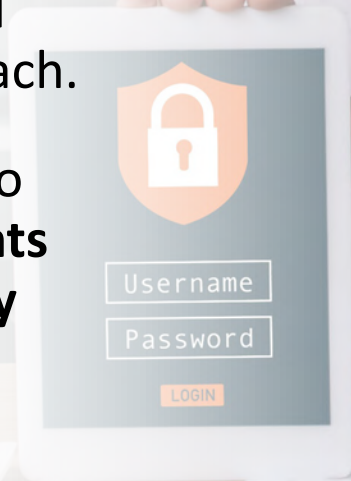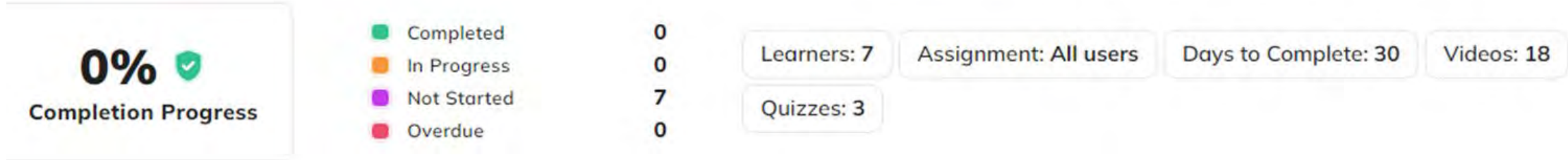
Benefits of CAT

- Employees become **more aware** of security threats like phishing and social engineering.

- Meet compliance and **cyber insurance** requirements.

- **Reduce the risk** of costly data breaches due to human error.

- **Improved overall security** culture within the organization.

Unique Value Proposition (UVP)

- **Integrated Solution**
  - **Seamlessly integrates** with existing Cy-Napea® solutions, offering unified management of backup, security, and awareness training.

- **Low Total Cost of Ownership**
  - Minimal setup and no upfront costs.

- **Simplified Phishing Campaigns**
  - Easily create, customize, and automate phishing simulations.

- **Real-Time Reporting**
  - Provides detailed insights into training progress and phishing test results, improving accountability.
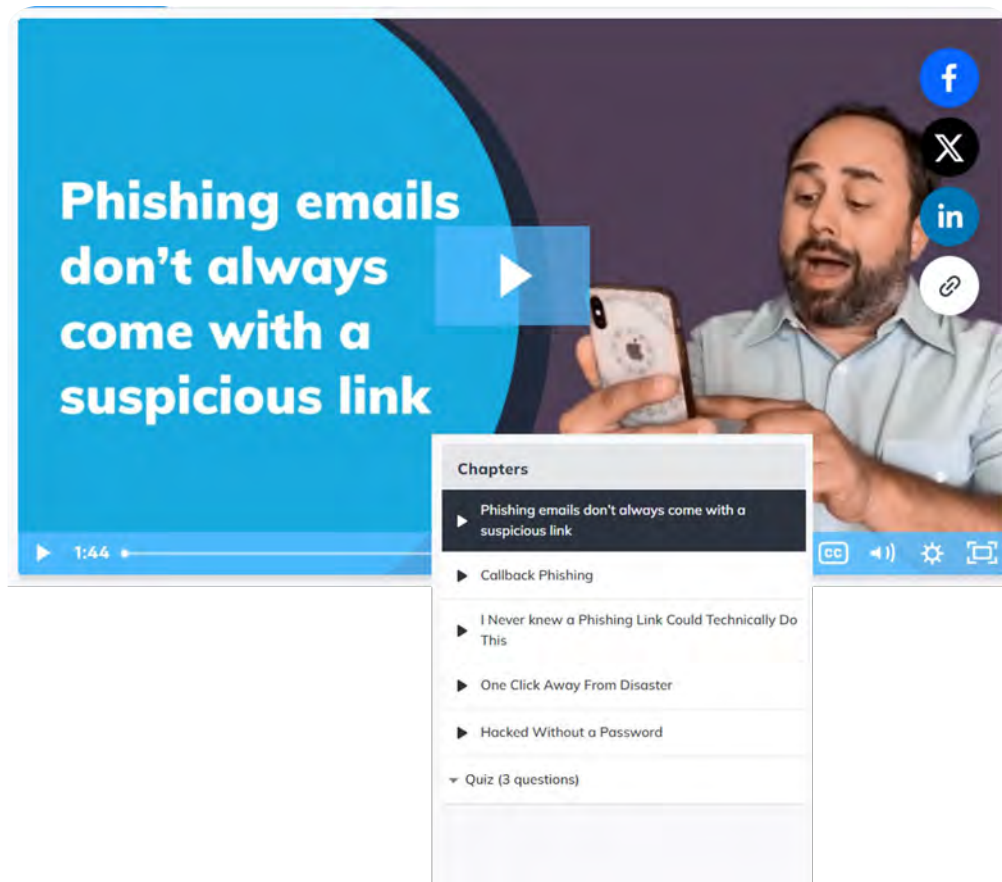
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Annual Training Level 1   Aug 19, 2024

0% ✓
Completion Progress

🟩 Completed	0
🟧 In Progress	0
🟪 Not Started	7
🟥 Overdue	0

Learners: 7 | Assignment: All users | Days to Complete: 30 | Videos: 18

Quizzes: 3

Real-Time Reporting and Insights

- Track training completion rates and identify gaps in client security awareness.
- Receive automated reminders to encourage users to complete training.
- Provide detailed reporting to clients on their employees' performance and progress.

Fresh, Engaging Content

- Cy-Napea® CAT delivers **fresh, relevant content**, avoiding outdated, dull training.
- Employees engage with **short, bite-sized lessons** that are easy to complete.
- **Memorable stories** and examples keep learners engaged and help them retain key security knowledge.

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Cy-Napea® CAT
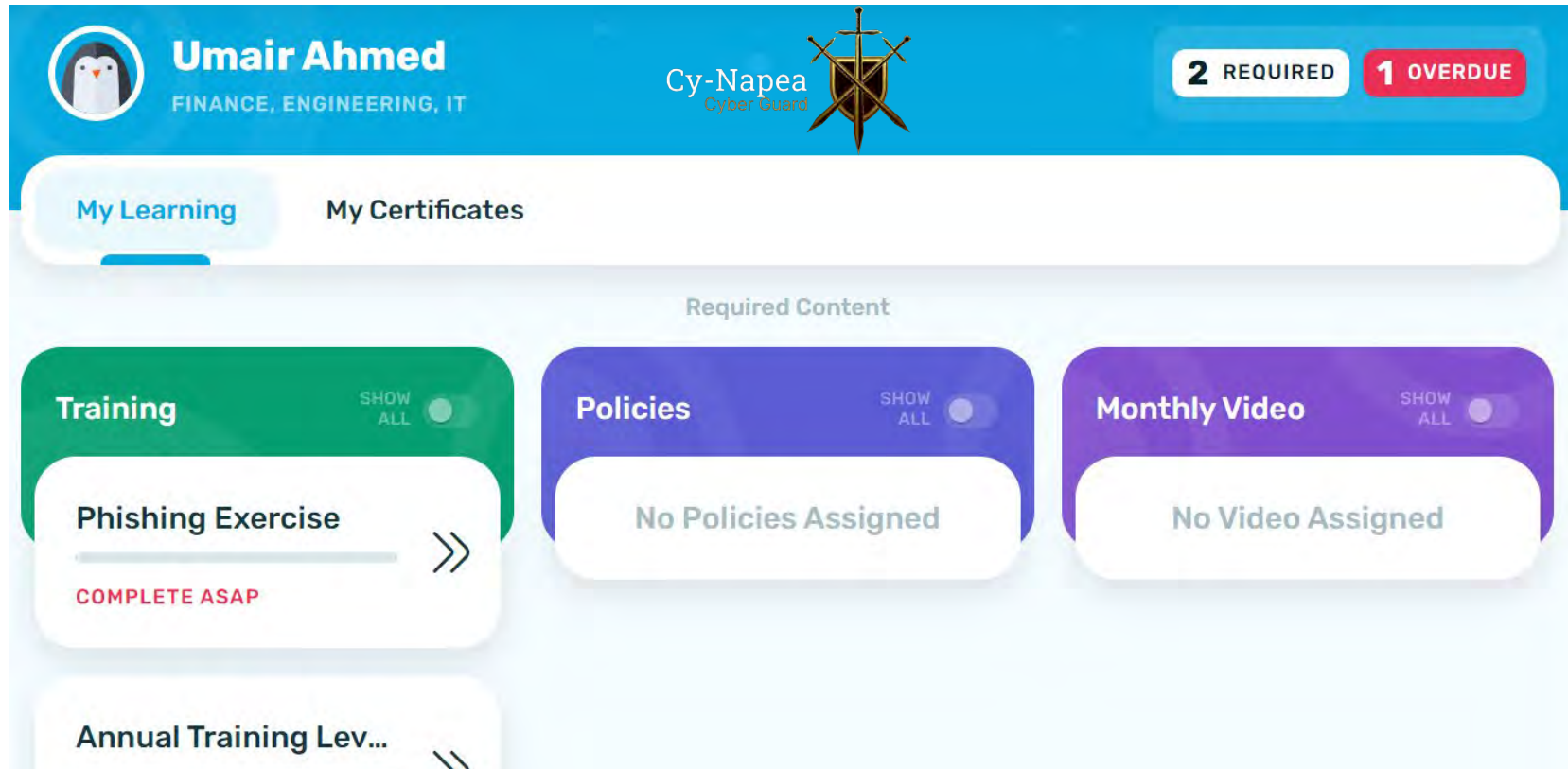
Simple UI and Digestible Content

- A **clean, intuitive interface**, accessible on mobile, makes it easy for employees to navigate and complete training anywhere.
- The content is designed to be **straightforward and easy to follow**, covering key topics efficiently.
- **Frequent feedback** from employees ensures continuous improvement in the training experience.
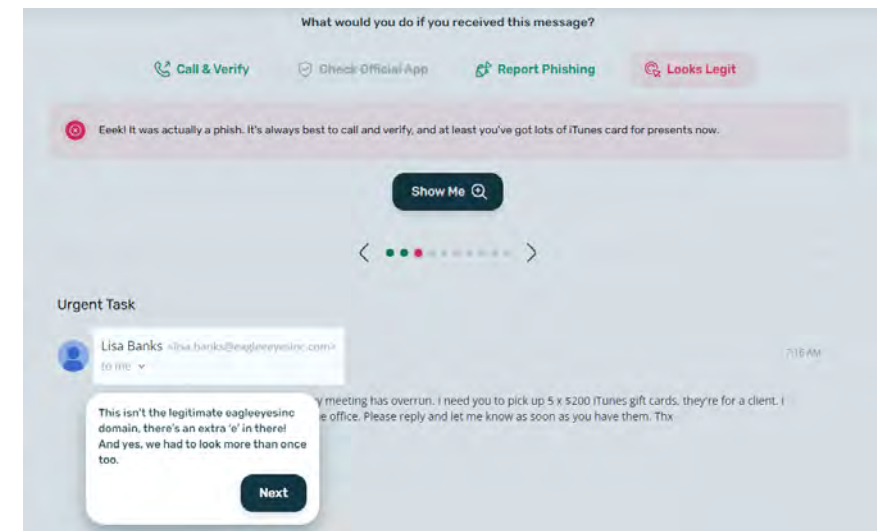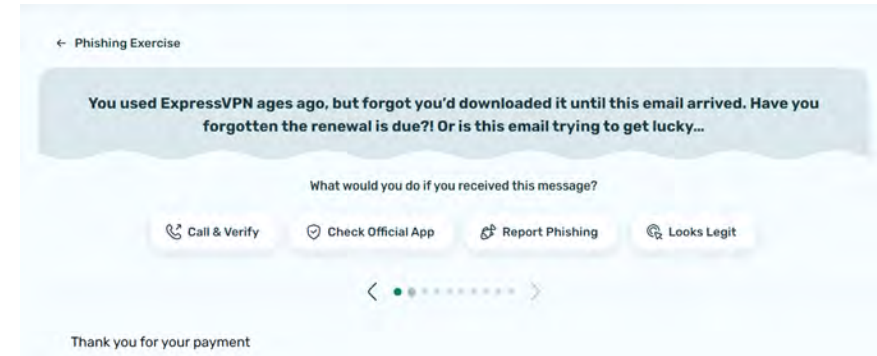
Gamification of Training

Gamified training keeps employees engaged while learning to handle threats.

Real-world scenarios allow employees to **actively practice** their skills in a safe environment.
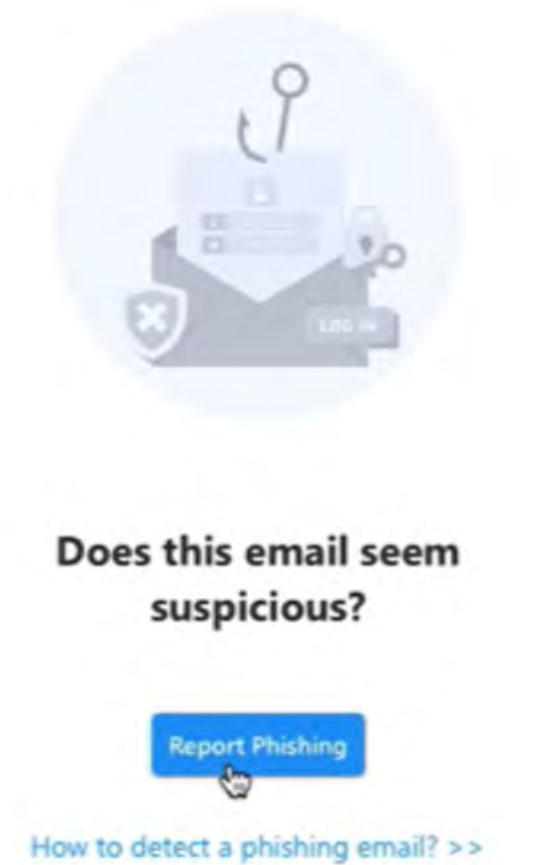
Gamification ensures employees **retain critical knowledge** about phishing and security threats.

Phishing Simulations

- **Customizable phishing simulations** that system administrators can automate delivering straight to employees' inbox.

- Employees learn to recognize phishing attempts in a **safe, controlled environment**.
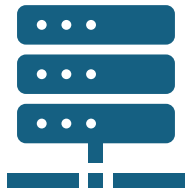
Competitor Comparison

Key Challenges

- Limited multi-tenant capabilities; harder to scale.
- High cost of ownership with complex deployment.
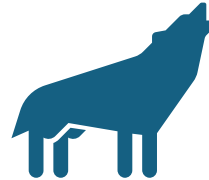- Lacks integration with security products, requiring additional tools for management.
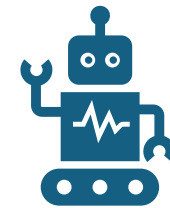
Competitor Comparison

KnowBe4

Limited multi-tenant capabilities; harder to scale.

Arctic Wolf

High cost of ownership with complex deployment.

Proofpoint

Lacks integration with security products, requiring additional tools for management.

Cost Concern

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Objection #1

Security training is too expensive.

Response

Cy-Napea® Cybersecurity Awareness Training is a **cost-effective solution** with a flexible subscription model. It helps clients reduce costly security incidents by addressing the root cause—human error—leading to long-term savings.

Cost Concern

Objection #2

We already use another Cybersecurity Awareness Training provider.

Response

That's great! However, Cy-Napea® CAT provides unique benefits, like **integration with Cy-Napea® Cyber Protect Cloud**, which streamlines security management for clients by combining security training with backup and endpoint protection in a unified platform.

Cost Concern

Objection #2

My employess don't need this kind of training.

Response

Over 90% of cyber incidents are caused by **human error**. Security awareness training is critical to reducing these risks, and Cy-Napea® CAT helps meet compliance and insurance requirements, protecting clients from potential breaches.

Cybersecurity Awerness Training

Powered by Cy-Napea®

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