



EBOOK

MDR DONE RIGHT

Discover how Sophos MDR delivers 24/7 managed detection and response to help organizations defend against cyberthreats.

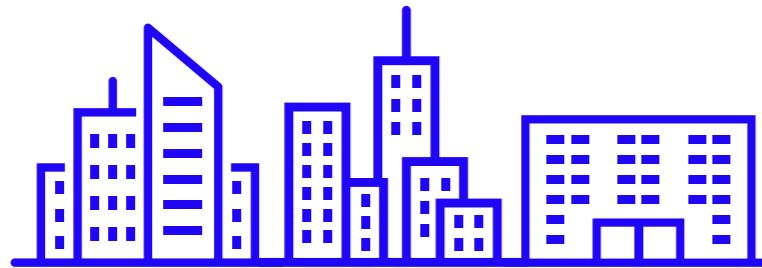


CONTENTS

A Growing Need	<u>3</u>
Evolving Security Challenges.....	<u>4</u>
Traditional MDR Approach.....	<u>5</u>
The Sophos Approach.....	<u>6</u>
About Sophos MDR Services	<u>7</u>
Benefits.....	<u>8</u>
Case Studies	<u>9</u>
Industry Recognition.....	<u>10</u>
Learn More About Sophos MDR.....	<u>11</u>

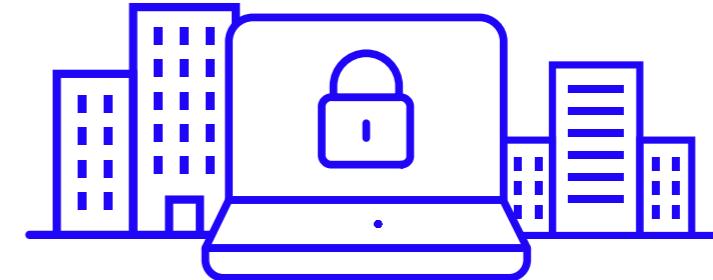


A GROWING NEED



\$1.5 Million

The average cost to recover from a ransomware attack — and that's before factoring in any ransom payments.¹



65%

of respondent organizations report having experienced a ransomware attack in 2024.²

¹ 2025 Sophos State of Ransomware Report

² 2025 Sophos Active Adversary Report

EVOLVING SECURITY CHALLENGES

Organizations are struggling to reduce the risk of cyberattacks due to a lack of visibility and overwhelming alert volume, limited internal cybersecurity skills, and too many different security tools.

CHALLENGE

Modern threats are increasingly sophisticated and designed to evade security tools.



IMPACT

Organizations lack context for new and emerging threats and cannot keep pace with alert volume.



Global cybersecurity skills shortage makes hiring and retaining talent difficult.

Organizations lack staff possessing the skills/experience needed to investigate and respond to threats.

Disparate tools cause complexity and produce too much noise.



Organizations do not have a cohesive, holistic approach, as different tools don't fit together, leading to siloed data and slower response times.

TRADITIONAL MDR APPROACH

Typical managed detection and response solutions often focus on the endpoint and leave customers dealing with several shortcomings.



Lack of response

Traditional services can tell you something is wrong, but lack response capabilities, leaving customers with the burden of remediation.



Lack of skilled personnel

Some MDR services require additional hours and staff, which is a challenge given the current global shortage of skilled cybersecurity personnel.



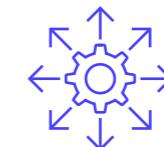
Alert fatigue

Difficulty prioritizing alerts due to high volumes and unclear severity can lead to missed or delayed response to real threats.



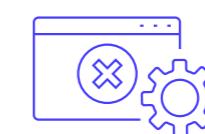
Inefficient visibility

Inability to see what's happening across the various aspects of your environment can lead to blind spots threat actors can exploit.



Tool sprawl

Disparate tools don't work together, resulting in gaps in coverage and requiring teams to jump between different tools.



Lack of access

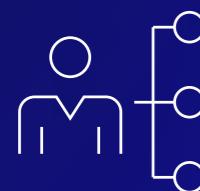
Some MDR services do not provide access to the underlying threat detection software or immediate access to security experts.

THE SOPHOS APPROACH

No matter where you are in your security journey, Sophos MDR services provide comprehensive options that reduce your risk, simplify your security approach, maximize your technology investments, and fortify your defenses. The combination of easy-to-use, AI-driven technology with world-class security experts keeps you ahead of adversaries while solving your security challenges.



Identifies and prioritizes the most serious threats to lower your risk while maximizing ROI on your existing security solutions and future IT investments.



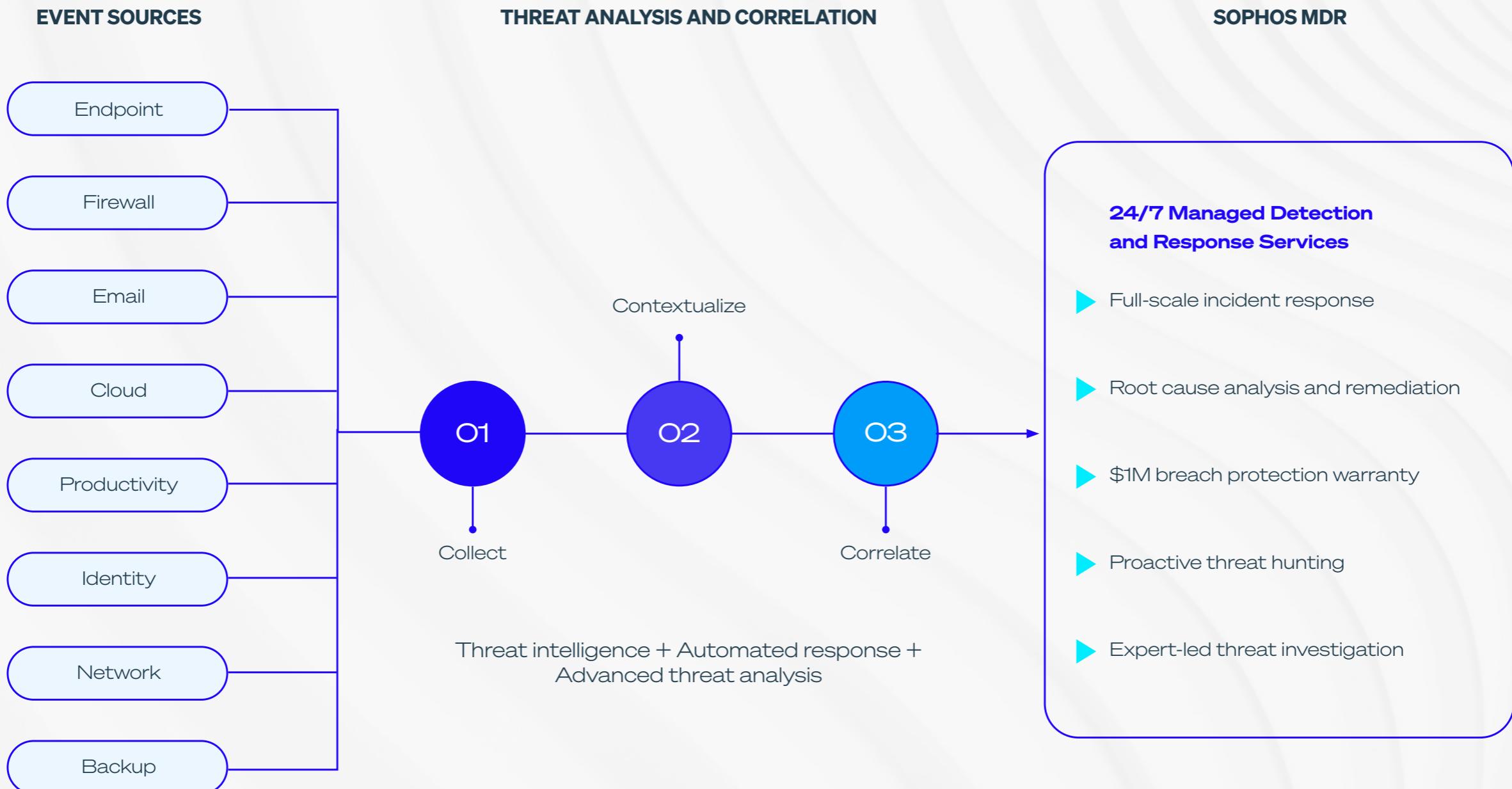
Consolidates your security approach by bringing together outputs from disparate security products into one AI-native platform for correlation, assessment, and decision making.



Delivers 24/7 threat monitoring, detection, investigation, and response, with direct access to security experts, expert-led threat hunting, expanded data retention options, and flexible response options.

ABOUT SOPHOS MDR SERVICES

Sophos' MDR services are the result of decades of experience in security operations, threat research, and incident response, combined with advanced analytics that detects threats with unparalleled precision.

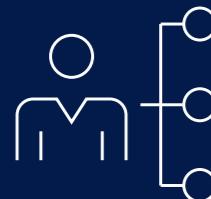


BENEFITS



Reduce your risk exposure

Unleash the power of automation and an AI-native platform — combined with deep threat intelligence, research, and insights from threat hunting and security testing engagements — to weed out real threats from the mountains of noise your environment generates.



Protect your technology investments

With 350+ technology integrations, we can ingest telemetry from leading third-party products and provide a more complete picture of your environment and give you more flexibility if your product footprint changes in the future.



Surround yourself with security expertise

Gain access to a team of cross-discipline security experts, from security analysts who are available in seconds via 24/7 live chat functionality, to threat hunters, researchers, incident responders, and engineers.

CASE STUDIES



“We need to make sure we have a product that can protect everybody. What Sophos provides us is one, central way where we can protect the data.”

**Tim Hemming, Director of IT,
Canucks Sports & Entertainment**

[Canadian Rogers Arena Unifies Security with MDR](#)



“Sophos Managed Detection and Response helps us look at every single endpoint, look at the activities, spot something potentially malicious, so that I do not have a virus propagation throughout our environment.”

**Tony Ombellaro,
Senior Director of Information Security**

[Thrive Pet Healthcare Protects 10,000 Devices Across 400 Sites](#)



“The implementation of Sophos has brought immediate gains to the sector. Now our team can approach security more strategically and proactively, significantly reducing the time and effort involved in resolving incidents.”

**Paulo Guedes, IT Manager,
Agro Comercial AFUBRA LTDA**

[Agro Comercial AFUBRA LTDA](#)



“If we get cyber attacked, production stops. Reputation of the company would be harmed... Hackers know that... The power is to discover and react.”

**Robert J. Laurin,
IT Vice President of Security and Operations**

[KDC/One Protects Data in Transition](#)

INDUSTRY RECOGNITION



A Leader in the 2024 IDC
MarketScape for Worldwide Managed
Detection and Response Services



A Gartner Peer Insights
Customers' Choice™ for Managed
Detection and Response



The #1-rated MDR solution
in the Spring 2025 G2
Overall Grid® Reports

F R O S T &
S U L L I V A N

A leader in the 2025 Frost Radar™
for Managed Detection and Response



LEARN MORE ABOUT SOPHOS MDR SERVICES

Sophos helps you better detect and respond to threats today and in the future. Learn more about Sophos MDR services today and find out how we make world-class security accessible to companies of all sizes.

[Learn more about Sophos MDR](#)
