

Target Audience

- Cylance Customers / System Engineers
- Solution Providers, Consulting Partners, and System Integrators

Overall Course Objective

Partners and systems engineers will be able to explain Cylance technology in detail, navigate the interface, demonstrate the solution, and perform a proof of concept evaluation with customers.

Course Level: Introductory

The instructor-led live session is two, eight-hour days and combines lecture, interactive exercises, group discussion, and hands-on labs.

Course Sequence and Topic Learning Objectives

Module 1: Artificial Intelligence and Machine Learning

- Explain machine learning in the context of artificial intelligence
- Explain the difference between supervised and unsupervised ML
- Describe how Cylance uses ML as a solution that provides prevention to endpoints
- Explain how CylancePROTECT® identifies malware to those not familiar with AI and ML using analogies

Module 2: CylanceINFINITY™ Cloud

- Define CylanceINFINITY and how it fits into the Cylance prevention based ecosystem
- Describe the cloud-based infrastructure that supports CylancePROTECT

Module 3: Venue

- Define Venue and describe how to administer the CylancePROTECT solution using the web-based console

Module 4: CylancePROTECT

- Describe the prevention capabilities of CylancePROTECT and the supporting features in the solution
- Explain the cybersecurity kill chain and how CylancePROTECT differentiates itself within that context as compared to other AV solutions
- Describe the operational efficiencies to be gained by the implementation of CylancePROTECT
- Explain the installation process and the best practices that support an optimal deployment

Module 5: ThreatZERO™

- Define ThreatZERO and the services Cylance offers to support deployment and customer business objectives

About Cylance

Cylance develops artificial intelligence to deliver prevention-first, predictive security products and smart, simple, secure solutions that change how organizations approach endpoint security. Cylance provides full-spectrum predictive threat prevention and visibility across the enterprise to combat the most notorious and advanced cybersecurity attacks, fortifying endpoints to promote security hygiene in the security operations center, throughout global networks, and even on employees' home networks. With AI-based malware prevention, threat hunting, automated detection and response, and expert security services, Cylance protects the endpoint without increasing staff workload or costs. We call it the Science of Safe.

Module 6: CylanceV™

- Explain the capabilities and associated use cases of CylanceV

Module 7: CylanceOptics™

- Describe how CylanceOPTICS augments the prevention-based approach of CylancePROTECT
- Define InstaQuery and how it is used in incident response activities
- Describe System Lockdown and the use cases where it would be used
- Describe the endpoint-focused approach of CylanceOPTICS and how it fits into an overall prevention-based Cylance architecture

Module 8: Threat Landscape

- Describe the trends in targeted attacks and the proliferation of malware
- Explain the common vectors of attacks on organizations and in particular, endpoints

Module 9: Technical Sales Overview

- Formulate and deliver a technical sales pitch based on Cylance messaging

Module 10: Demo Methodology

- Describe the Cylance recommended demo setup
- Explain how to obtain, safely handle, and mutate malware in the context of a Cylance demo
- Explain the different types of demos that can be performed with Cylance solutions

Module 11: Proof of Concept - Process and Guidance

- Explain the recommended Cylance POC process and how to interpret findings and convictions to customers

Additional Content

Class Exercises and Small Group Discussion: There are activities throughout the course that require the student to demonstrate their mastery of topics covered in groups of two or three or in front of the class

Labs: Throughout the course, hands-on exercises familiarize the student with the admin and client interface