



A CISO GLOBAL WHITE PAPER



Maximize Your Security Investments

Why Managed XDR
Outperforms Alternatives



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Key Takeaways

- The term Managed XDR is being used to market a wide variety of solutions, some of which do not include essential features like broad telemetry, behavioral analysis, and customized, automated playbooks. Organizations should carefully assess and compare what is included in each solution
- Extended Detection and Response (XDR) is an advanced approach to corporate IT security. It maximizes historical security spending by adding AI, ML, and automation to help existing tools spot even the stealthiest attacks with oversight from expert, certified analysts.
- Though they usually have tools, in-house IT security teams struggle to sort through the overwhelming amount of security data generated in disparate systems. Because of this, they are unable to build an accurate and comprehensive picture and often miss the key warning signals until it is too late. **This minimizes ROI on major tool investments.**

The Digital Haystack

The battle against cybercriminals has ebbed and flowed over the years. Bad actors develop new attack types and strategies, and the IT security community responds with more effective solutions.

Cyber attacks **evolve** and

attackers find **new**

ways to circumvent **defenses**

It's a virtual arms race which shows no sign of slowing down, and it impacts the entire organization. Financial experts agree that cybersecurity risk is a top concern for 2025, with reduced coverage or loss of cyber insurance looming for many. Costly business threats are also becoming more common.

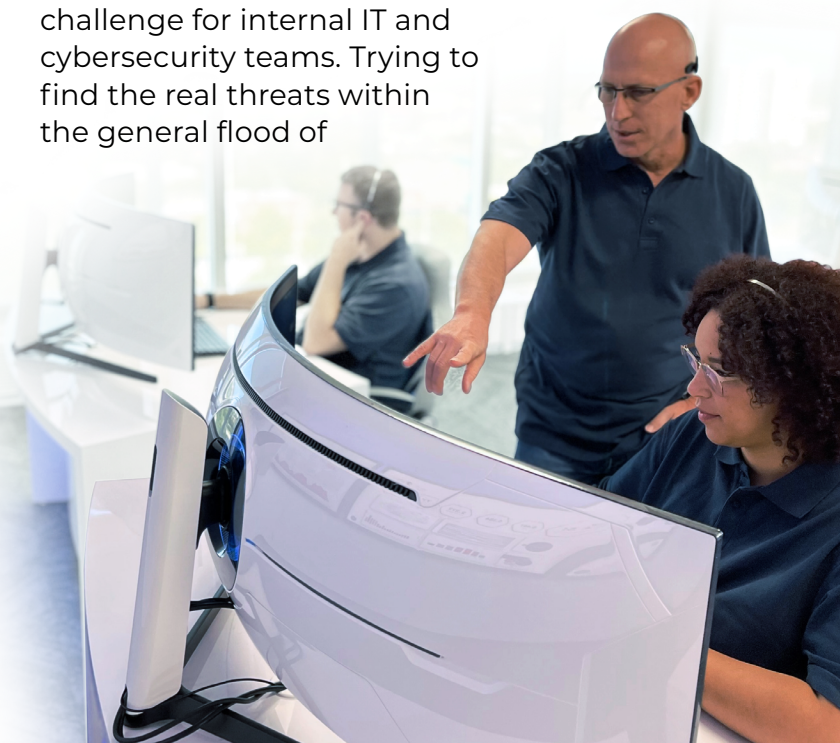
Those threats include ransomware, downtime, remediation costs, brand damage, and regulatory penalties.

At the same time, C-suites are wrestling with the challenges of poor ROI on SIEM solutions, inadequate security program improvement metrics, and extreme difficulty in hiring and retaining sufficient security talent to address such issues.

It could be said that security teams are the victims of their toolsets' success, with security alerts now being generated by firewalls, Software as a Service (SaaS) platforms such as Microsoft 365, Platform as a Service (PaaS) offerings like Amazon AWS and Google Cloud, as well as traditional endpoints to including laptops, workstations, and servers.

In one sense, this is a good thing. As cyberattacks evolve and attackers find new ways to circumvent defenses, platforms, near real-time monitorings, networks, workstations, servers, and other assets are becoming an increasingly vital component of any corporate strategy.

However, event logs from each platform must be correlated and analyzed while SIEM management and other admin tasks must also be handled. Removing noise to focus on the right signals is a profound challenge for internal IT and cybersecurity teams. Trying to find the real threats within the general flood of



noise emanating from so many sources is the proverbial needle in the haystack for the digital age.

A resulting concern is that with cybercriminals deploying layered attacks designed to trigger only the subtlest of alerts, it's very common for overstretched security teams to miss bad actors' presence in their systems for weeks or even months. Attackers frequently move through systems, which increases the amount of damage that they can do and raises the costs to your organization.

The financial implications are sobering.

Data breaches have an **average** life cycle of

291
DAYS

The global average cost of a data breach

\$4.88
MILLION

in 2024, up 10%
from 2023

Source: IBM Cost of a Data Breach 2024

277

days to **identify** and
contain a breach*

Source: Statista, 2023

As a result, there is a growing demand for solutions to pull disparate information together to quickly paint a picture of what is happening and automate as much of the response and remediation process as possible, with experts handling escalations. This requires addressing data silos and speeding up the neutralization of attacks, removing attackers from the network in a matter of minutes, not weeks or months.

The solution is Managed Extended Detection and Response (MXDR). Managed XDR gathers security data from all platforms and networks

and correlates it. In preferred solution types, Managed XDR will also automate responses with 24x7x365 analyst oversight using a proper Security Operations Center (SOC). Far from being just another marketing buzzword, the best Managed XDR solutions offer a practical, effective, and scalable answer to the previously intractable problems we've outlined.

In this white paper, we will look at what Managed XDR is and how it works, the benefits it offers, typical use cases, and key tools to have your security teams check when selecting a solution. Managed XDR can:

- Cut costs driven by vendor sprawl
- Dramatically improve threat detection
- Accelerate Mean Time to Detection (MTTD) and Mean Time to Response (MTTR)
- Enable analyst effort to be focused where it will deliver the greatest value

What is Managed XDR?

Managed XDR is an evolution of the well-established Managed Detection and Response (MDR). While MDR focuses on endpoints such as desktops, mobile devices and servers, Managed XDR extends detection and response management across a much wider range of assets and services. This includes firewalls, vulnerability scans, clouds, networks, PaaS and SaaS, as well as endpoints. The best Managed XDR solutions go further still to cover DNS and the Dark Web. Managed XDR supports telemetry from the broad range of infrastructure assets utilized by today's organizations. Managed XDR also leverages Artificial Intelligence (AI) and Machine Learning (ML) to deliver clear visibility and automated responses with the oversight of experienced SOC analysts. With the majority of IT and cybersecurity professionals remaining convinced that MDR provides better and more cost effective threat detection and response than they could deliver in house, SOC analysts are essential to any Managed XDR solution.

Addressing the Flood of Alerts

Managed XDR addresses two key challenges experienced by organizations using SIEM systems.

Managed XDR supports telemetry from the **broad range** of **infrastructure assets** utilized by today's organizations

When generating substantial numbers of alerts, such systems require the manual intervention of human analysts to make response decisions and initiate remedial actions. However, a shortage in qualified analysts has created significant issues for all organizations.

What about noise? This is closely connected to a lack of in-house expertise. When seeking to ensure that no genuine threat is overlooked, SIEMs typically generate huge volumes of alerts. Before making response decisions and acting, analysts must identify which alerts relate to genuine threats and which do not. Finding the important events amid the ongoing flood of alerts is a major challenge.

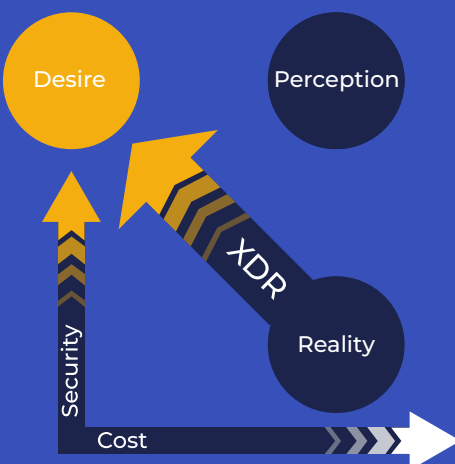
Without the right combination of sufficient human expertise and effective automation, these challenges form a toxic mix, with high noise levels driving a tendency for overstretched human analysts to disregard issues raised by the SIEM. Alert fatigue is real, and exceptionally dangerous.

In addition to driving alert fatigue, these challenges slow down the time it takes to detect and respond, extending attackers' windows of opportunity to progress covert attacks, stealing and compromising assets as they go.

Security vs Cost – Perception, Desire and Reality

Everyone wants great security at a low cost. It's a desire that runs against the general perception that effective security is expensive. The reality is that most organizations have weaker security than they want, or think they already have.

This could be connected to scarcity of resources and the complexity of the task. The security landscape is highly complex and constantly evolving, especially with the advent of GenAI. To address the risks in-house, it requires specialist human resources and costly software tools. In fact, it takes ten full-time, highly experienced analysts to monitor and respond around the clock, 365 days a year. But those experts are in exceptionally short supply and software must be constantly refreshed and updated. This is why attackers tend to do their work at night, on the weekend, and over holidays.



XDR delivers what is typically impossible to deliver in-house: effective security monitoring and response, around the clock, every day of the year, at a manageable cost. It does this by automating detection and threat response with the oversight of expert, certified SOC analysts. It shifts the reality closer to the desire by making existing investments more effective and plugging gaps created by internal teams struggling to cope with increasing demands.

Visibility and Automated Response

Managed XDR leverages ML and AI to address these issues. It extends visibility across infrastructures and services while cutting through the noise and highlighting priority events. It can also automate responses, call in expert analyst oversight, when necessary, reduce workloads, and accelerate threat detection and response.

In a typical Managed XDR solution, the SIEM pulls in data from a broad spread of assets and services, all of which are continuously generating alerts. These are sent to the Security Orchestration, Automation and Response (SOAR) module which provides automated remedial action. Events are then reviewed by professional security analysts who gather threat intelligence and make decisions on what to do from there.

XDR delivers automated **THREAT**
ASSESSMENT and **RESPONSE**,
with analyst **OVERSIGHT**

The SOC: Superior MXDR's Secret Weapons

There are two components that are fundamental to the power of superior Managed XDR offerings, but they are often missing from or limited in pedestrian alternatives. They are Security Orchestration, Automation and Response (SOAR) and senior, experienced SOC analysts..

In the established world of EDR and SIEM, when a suspicious event is logged by the SIEM, an analyst sees it, reaches out to the infrastructure team, opens a ticket with them, and waits for a response so they can provide

guidance on a fix for the issue. This all takes time, even once the analyst has spotted the issue among the large numbers of alerts the SIEM is putting out – time which attackers will use to further penetrate and compromise the estate.

The SOAR component of Managed XDR works closely with experienced SOC analysts to address these challenges.

Automating Responses

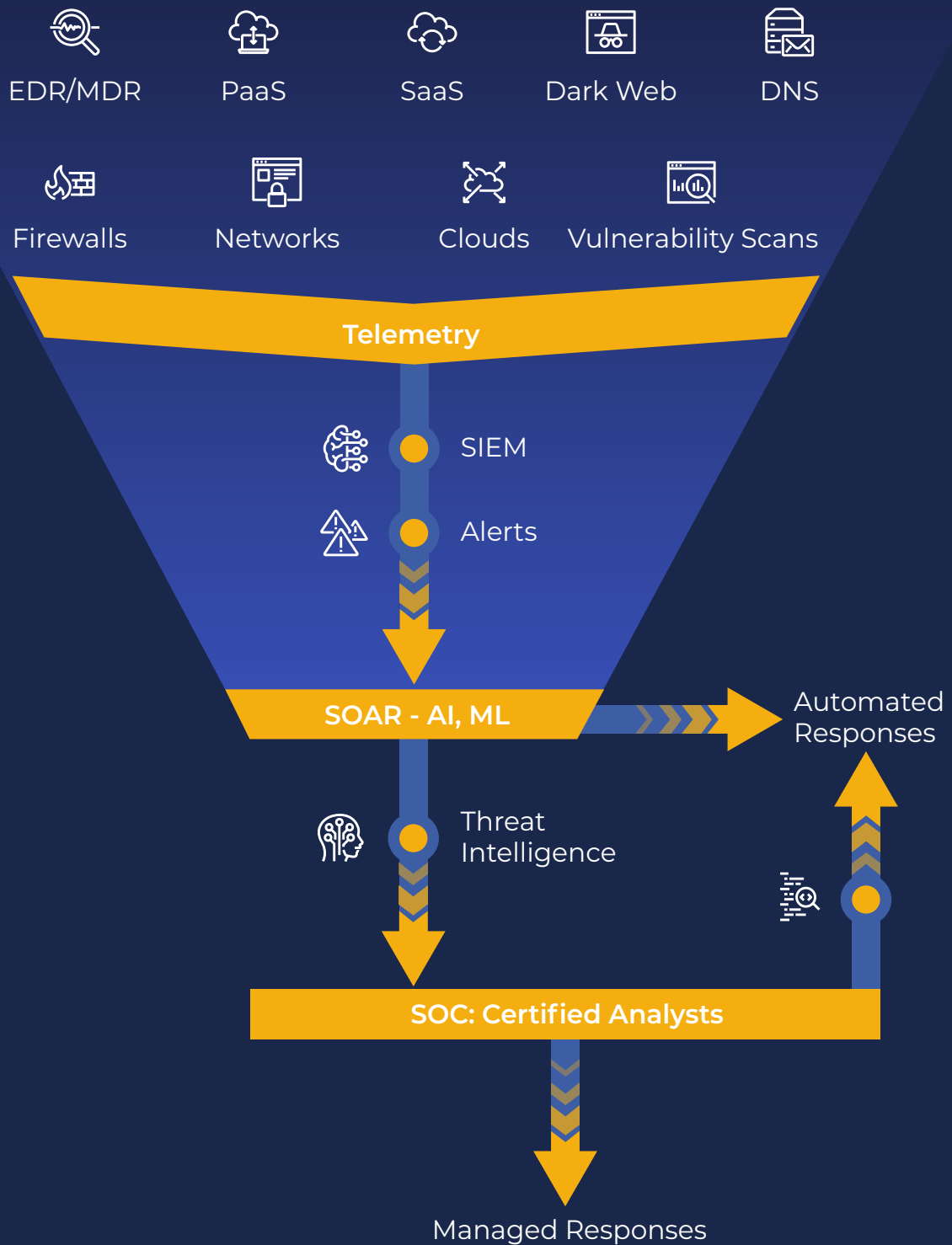
Instead of sending alerts straight to analysts for research and action, the SOAR receives them and uses threat intelligence and the appropriate playbook for the scenario at hand, to confirm which of them represent threats. Actions such as killing and quarantining rogue processes can then be taken automatically. The SOAR then passes the case to an analyst for review, with full information on the threat and the actions it has taken. Thus, Managed XDR delivers faster and more accurate response with analyst oversight.

Fully customized bespoke SOAR toolsets, which have been created for the customer by the SOC, can immediately stop known malicious events and other specific events identified by the organization. In fact, the events will be reported to an analyst as soon as possible.

If the SOAR receives inconclusive threat intelligence, it can pass the case to a human analyst for priority review before taking any action. The analyst can then decide on the appropriate response for the circumstances at hand.

This automation dramatically cuts both MTTD and MTTR. While actual timescales inevitably vary from alert to alert, response action timescales are typically reduced to minutes from what could have otherwise been hours, days, weeks, or even months. This is further illustrated by our Cautionary College Tale.

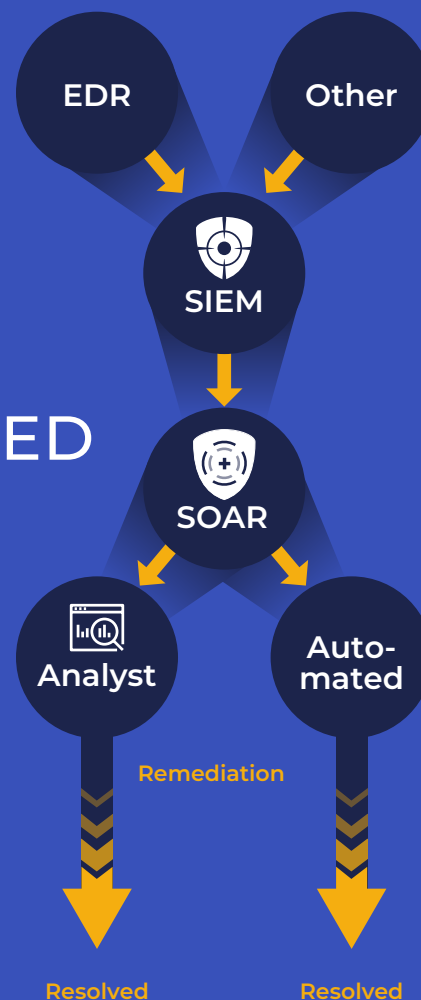
MXDR – Key Components



Activity Flows WITH and WITHOUT XDR



WITH FULL-FEATURED XDR



The Good and the Bad

Attackers will often employ known good tools such as RDP in their penetration attempts to avoid drawing suspicion. The simple presence and use of such tools doesn't necessarily suggest a potential attack; it's all in how they are used. For example, such a tool could be used to perform malicious actions instead of good ones. So, if you only look for the installation of malware, you could miss blatant data theft using an RDP tool. By using behavioral analysis, solid Managed XDR solutions can identify anomalous usage of such tools, as well as other unexpected behaviors like staff members logging into servers they don't usually use, or data being transferred at odd hours to IP addresses not normally accessed.

Then the MXDR's SOAR can use automated playbooks to swiftly take pre-determined actions in response to specific, common attack types. This ensures that threats are rapidly neutralized whenever they occur. The SOAR will then alert an analyst with the details of the threat. The analyst will then review and confirm or amend the action.

Alert Before Action

It is important to note that customization makes Managed XDR possible in some organizations where it otherwise would not be. For example, if you are under special compliance requirements

to review certain types of events before acting, you could still find Managed XDR beneficial. In this particular situation, it is essential to work with a provider whose solution can be tailored not only to your environment, but also to your communication needs.

For example, when unexpected logins occur on specific items such as firewalls and Industrial Control Systems (ICS), the SOAR component can be configured to automate the raising of alerts via approved communication channels, which keeps infrastructure providers compliant. In these cases, instant messaging is often used during work hours and phone calls used out of hours so that internal stakeholders can assess threats and make prompt decisions about which actions to take. This process is only possible in Managed XDR solutions that include customization and automation bespoke to the client's environment.

By working with experienced SOC analysts, the SOAR employs AI and ML to identify the threats hidden in the large amounts of information produced by EDR and the SIEM. Playbooks automate remedial action and communication while ensuring that threats are swiftly dealt with. Key players are fully aware of such threats and the actions taken.

Playbooks

Also known as runbooks, playbooks are no different from a football coach's playbook; it includes step-by-step plans used by SOC teams to address various scenarios that arise in security events. It includes instructions on how to handle a variety of specific, defined incidents and threats. Typical examples might include handling an infected endpoint or phishing attempt.



Automated

Superior Managed XDR solutions include automated playbooks, which allow predefined actions to be taken at machine speed. By drawing on multiple sources of intelligence – telemetry from diverse sources – the Managed XDR assesses whether the event at hand is a threat, and if so, how critical it is. It can then act right away, before passing to analysts for review.

This reduces the time it takes to stop an attack to minutes.

Customized

Playbooks should be fully customized by the Managed XDR provider according to the customer's business use cases and workflows. For example, while one organization may require suspicious looking endpoints to be taken offline immediately, another may need workstations to be pulled offline, but servers to be left running.

When considering any Managed XDR solution, it is important to ensure that playbooks are fully customized and automated, executed at machine speed, and in every detail support your specific business use cases and workflows.

With and Without Managed XDR

Fully featured Managed XDR solutions provide numerous benefits, are essential in today's security landscape, and offer both traditional approaches and more limited solutions marketed as Managed XDR.

FULLY FEATURED MANAGED XDR	TRADITIONAL SOLUTION
✓ Supports telemetry from a wide variety of sources	✗ Often just monitors endpoints
✓ Automatically correlates and assesses alerts, highlighting and responding to significant events	✗ Generates numerous alerts whose relationship to one another is often opaque, placing heavy assessment burdens on analysts
✓ Automates remediation and response capabilities	✗ Relies on analysts for manual remediation and response, further burdening them
✓ Undertakes behavioral analysis, understanding normal user and system behavior and detecting anomalies	✗ Lacks behavioral analysis capabilities, allowing covert attacks to be mounted using known good resources
✓ Employs fully automated playbooks for swift resolution of known threats	✗ Requires analysts to execute playbooks manually when threats are detected



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ABOUT CISO GLOBAL



This isn't just XDR. It's Managed XDR, delivered 24x7 by our US-based SOC and powered by Argo, CISO Global's proprietary platform that unifies your entire cybersecurity ecosystem. Argo aggregates and curates data in real time from across your environment, including threat detection, vulnerability management, asset intelligence, and IT operations. By integrating with leading security tools and visualizing all inputs in one place, Argo enables faster, better informed decisions. This unified approach helps organizations detect threats sooner, respond smarter, and prioritize risk based on what matters most.

Learn more about Argo: www.ciso.inc/capabilities/platforms/argo-security-management/

