



PLAYBOOK

NEW EDITION

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HOW CAN AN MSSP LEVERAGE BLACK KITE?



Your clients' attack surfaces are expanding. Their risks are multiplying.

Stay ahead of the game with automated risk intelligence, attack surface management, and supply chain defense strategies.

As an MSSP, your mission is to shield your clients from today's ever-evolving threats. But the challenge doesn't stop at internal vulnerabilities - It stretches to their entire supply chain. That's where Black Kite comes in.

This playbook provides practical workflows, time-saving efficiencies, and strategies tailored for scalable service delivery. Whether you're managing external risks, responding to emergent threats, or protecting your clients' ecosystems, this playbook is your ultimate guide.

WHAT'S INSIDE?

Risk Intelligence - Level 1

Harness Black Kite to continuously monitor your clients' attack surface risk posture. Use our proprietary algorithms built with OSINT data sources to construct an attacker's view of a company to quickly identify areas of concern across attack surfaces.

Risk Intelligence - Level 2

Proactively respond to zero-days and emerging threats using automated alerts and pinpoint data for taking action on the most critical threats. Equip your teams to reduce noise, prioritize effectively, and execute with confidence.

Third Party Risk Management

Effectively assess third-party vendors against cyber, compliance, and financial ratings. Utilize AI document parsing to quickly cut down time required to manually map to control frameworks.

Supply Chain Protection

Enable seamless collaboration with third-party vendors to deliver robust Supply Chain Protection Services. The Black Kite Bridge™ gives you a single pane of glass to manage and mitigate third-party risks, allowing you to deliver white-glove TPRM services to your clients.

Integrations for SecOps Efficiencies

Learn how to crush tech debt and gain economies of scale from fellow MSSP partners who've leveraged Black Kite's integrations to improve operational efficiency and scale their service offerings.



As we we bring on a client, we have to perform some tasks to get them set up on our services.

CLIENT SERVICE ONBOARDING

**SELF-MONITORING
CONFIGURATION**

**VENDOR-MONITORING
CONFIGURATION**

7.3. SUPPLY CHAIN HUNTING

Time (hours)	.5
Skill Level (1-3)	2-3
Frequency	Once/month (quarter)

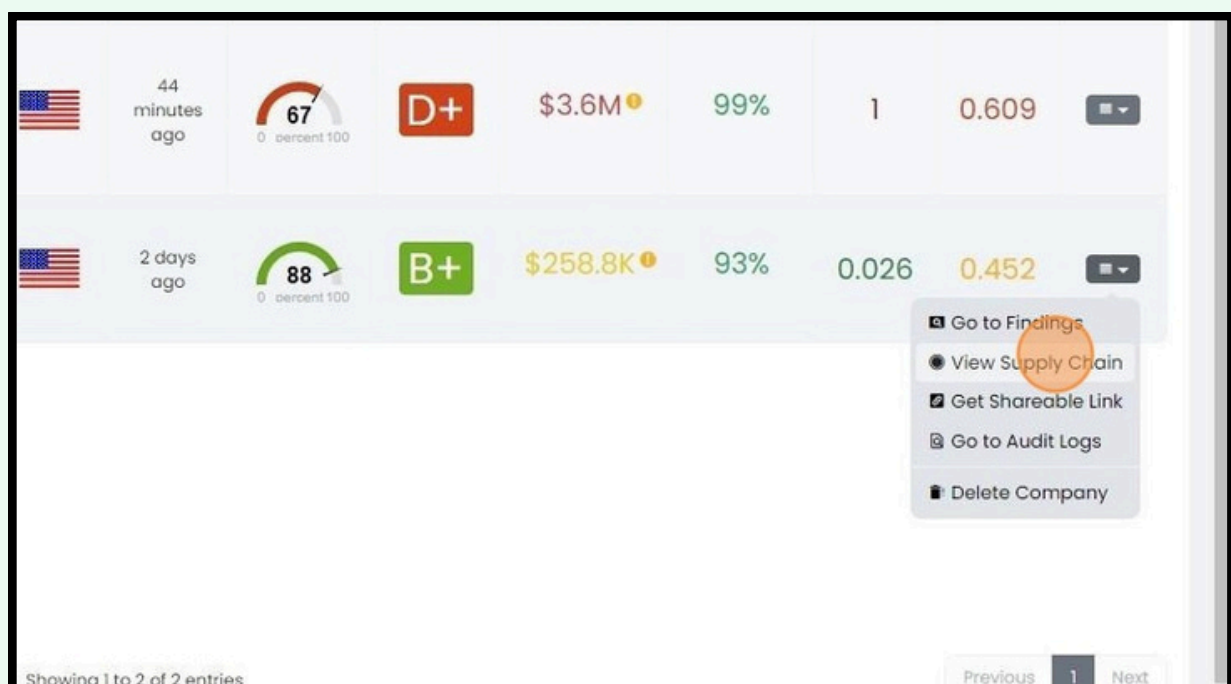
Today's modern attack surface spans much more than just what our clients own. Their supply chain is arguably the biggest source of risk that they're not thinking about. If we're to take a consultative approach, and show ultimate value, we need to account for it.

With Black Kite, you can easily view the entire 3rd, 4th, and even 5th party vendors in your client's ecosystem, and provide unique insights, as well as hunt for areas of risk other providers will miss completely.

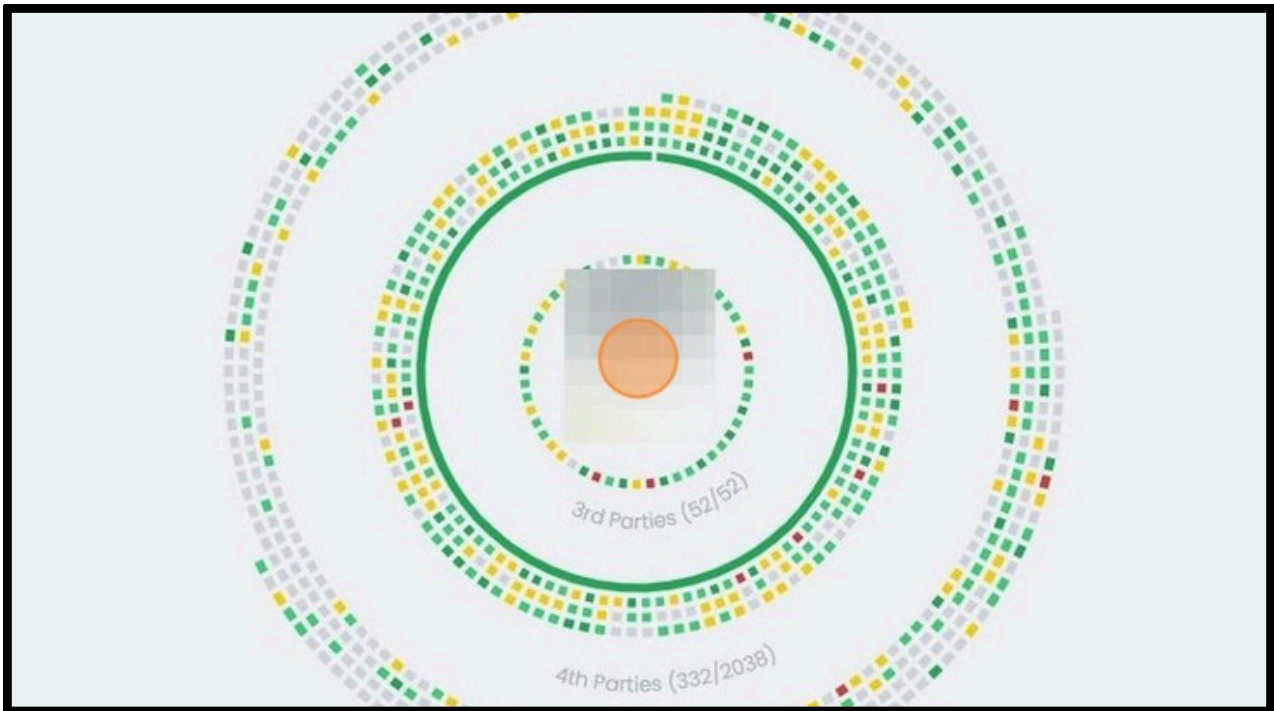


Run these hunts on a monthly (or quarterly) recurring basis, depending on your package with the client, and create a report touchpoint to go over results in your vCISO or TPRM program.

1. Starting from "Companies, " click "View Supply Chain" from the drop down on the Company you want to inspect the supply chain for.

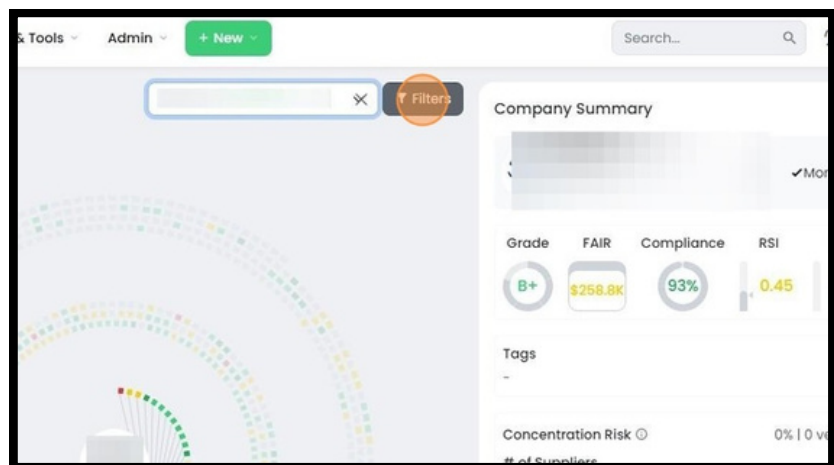


2. Immediately, you'll see a graph showing 3rd, 4th, and 5th parties.

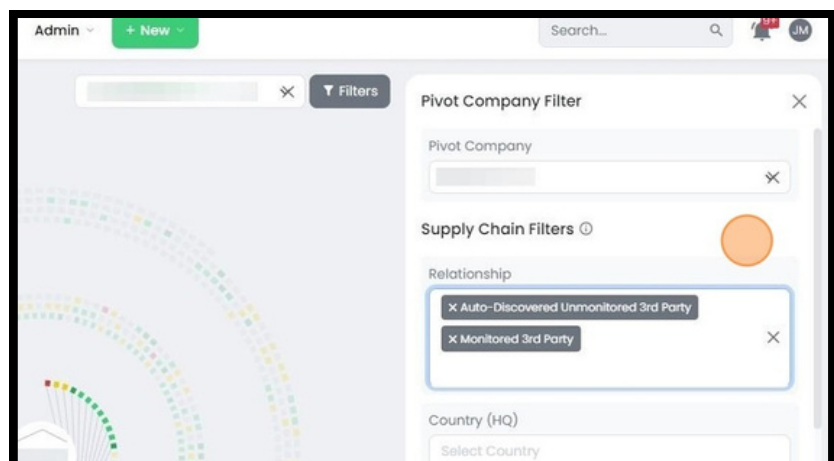


3. Click "Filters."

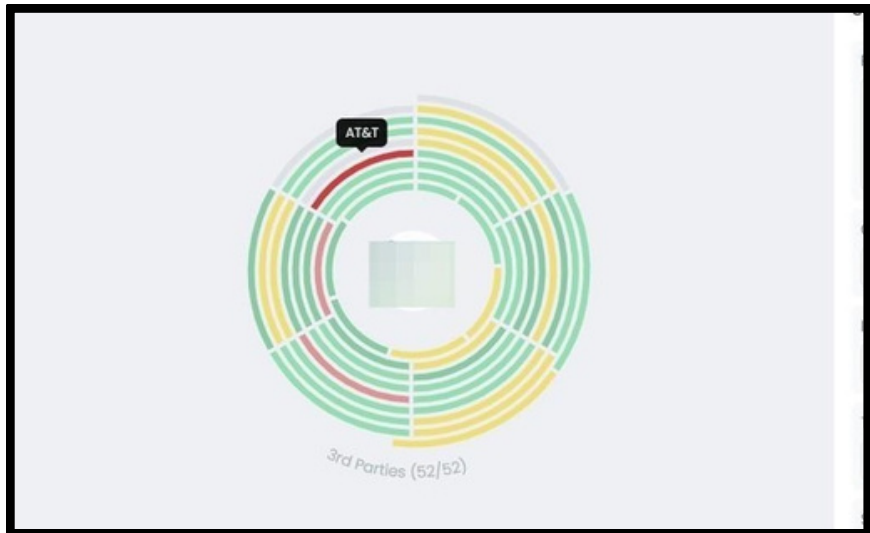
For purposes of not overwhelming the client, and for our initial review, we're going to start with only 3rd party vendors here.



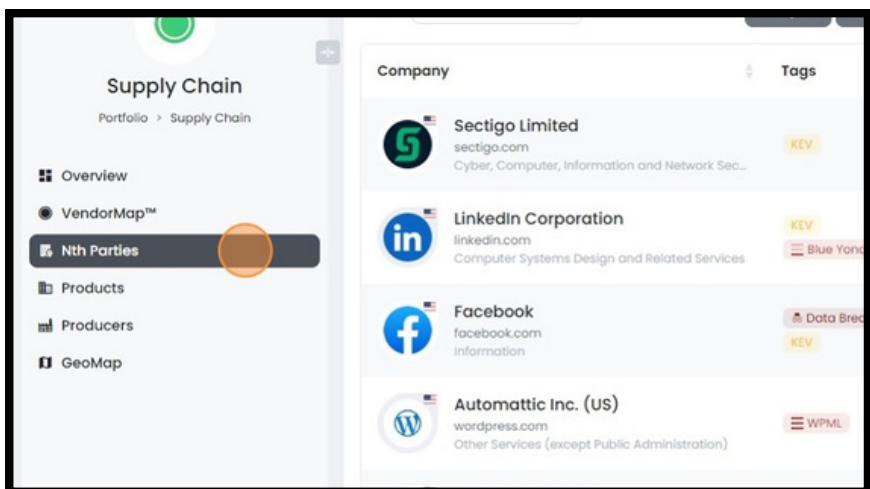
4. Next, select the Relationship of Monitored and Unmonitored 3rd Party Vendors.



5. We are now presented with their 3rd party supply chain.



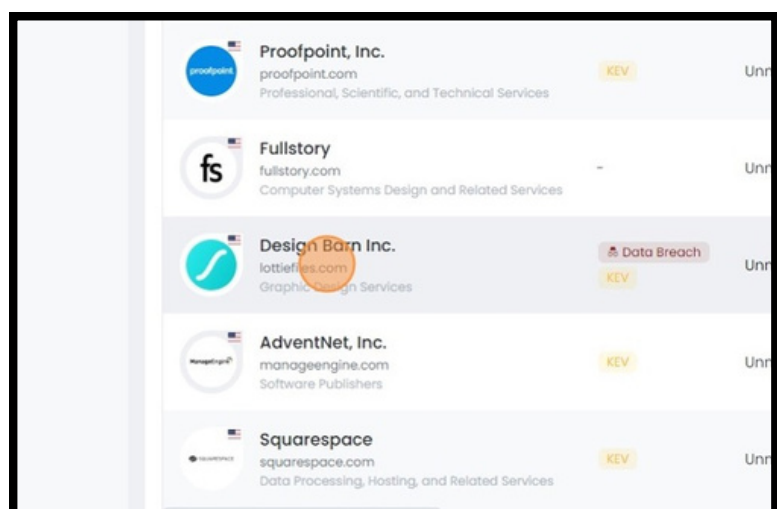
6. Click "Nth Parties."



7. Now, we want to scan through the list, looking for interesting FocusTags™.

We see a non-standard vendor with a Data Breach. This is something we'll want to investigate.

When looking at the vendor website, it's an web animation plugin that could be installed on critical servers, and could present a major problem if not addressed.

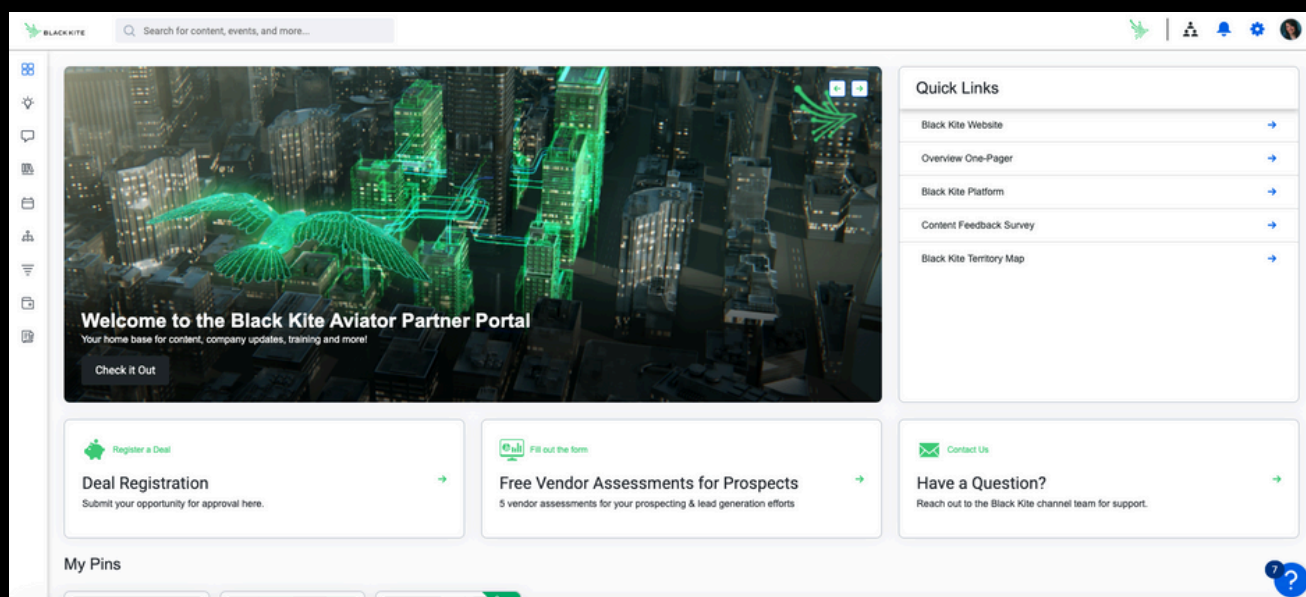


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