How the ASI Lab satisfies your customers' need for collaborative cybersecurity solutions

As 2024 advances, rising interest rates are putting unprecedented pressure on corporate budgets. At the same time, cyberthreats are surging, causing many companies to rethink their cybersecurity strategies.

Forbes reports that this year will be a period of strategic recalibration in the cybersecurity industry, necessitating a nuanced and strategic approach that includes embracing innovative, collaborative solutions and new service delivery models.

Introducing the ASI Lab from Ingram Micro
We're excited to announce the launch of the Advanced Solutions Integration Lab (ASI Lab), a powerful Cisco-focused resource designed to equip Ingram Micro partners with the tools and expertise to showcase the effectiveness of cybersecurity solutions.

A playground for creating real-world cybersecurity scenarios
The ASI Lab is a virtual environment where partners can demonstrate how various cybersecurity products and solutions work together to defend against and respond to real-world security incidents. It features a pre-configured ecosystem of on-premises hardware, virtualized software instances and cloud resources, such as:

Cisco User Protection Suite:
- *Cisco Secure Access*—A cloud-based security service edge (SSE) solution that helps users securely access applications and resources anywhere.
- *Cisco Duo*—A cloud-based security platform that offers multifactor authentication (MFA) and endpoint visibility.
- *Secure Email Threat Defense*—A solution that leverages unique machine learning models to identify malicious techniques used in attacks.
- *Cisco Secure Endpoint*—A security platform that combines endpoint and user security, allowing users to detect, respond to and recover from attacks.

Additional Cisco security solutions:
- *Cisco Extended Detection and Response (XDR)*—XDR collects and correlates data across email, endpoints, servers, cloud workloads and networks, enabling visibility and context into advanced threats.
- *Cisco Secure Firewall*—This firewall product provides advanced malware detection, including sandboxing environments and distributed denial of service (DDoS) mitigation.
- *Firepower Management Center (FMC)*—FMC is a central administrative tool for managing Cisco network security solutions.

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Third-party solutions you can integrate with Cisco security

Demonstrating how Cisco solutions seamlessly integrate with other leading vendors, the lab also includes multivendor cybersecurity solutions, allowing partners to easily simulate real-world attack scenarios and showcase the combined strength of different security solutions. Additionally, here is a sample of planned integrations:

- Microsoft 365 Business Premium
  - Entra ID
  - Intune
- Hyperscalers (AWS, Azure or GCP)
- Windows, Mac, Linux, Android or Apple iOS
- Dropbox
- Tenable, Okta, IBM QRadar
- Kubernetes
- Various solutions to tie into Cisco XDR
- Various ticketing and IT service management (ITSM) systems

Getting started with the ASI Lab

The ASI Lab is a free value-added service for all Ingram Micro partners. To learn more:

- Register for Cisco and the ASI Lab Defend Against Modern Cyberthreats, a live webinar Wednesday, April 24, 1–2 p.m. ET. Key topics:
  - What is the ASI Lab, and how can I leverage it?
  - Review bad actor tools for identity and vulnerability-based attacks.
  - See how various Cisco Secure solutions detect and respond to live threats.
  - Review the value of integrations with other security vendors.
  - Cisco User Protection Suite
  - Cisco XDR
- Contact the Ingram Micro Business Transformation Center (BTC) to schedule a demo.

Don't miss this opportunity to elevate your cybersecurity sales and empower your customers with comprehensive solutions. Leverage the ASI Lab and become a trusted advisor in the ever-evolving cybersecurity landscape.

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