MALA TECHNOLOGY ADVISORS

Independent Technology Guidance. Market Intelligence. Better Decisions.

CYBERSECURITY · SOLUTION DATA SHEET

Security Built Around Real Exposure, Not Vendor Roadmaps.

Most mid-market security stacks already own more capability than they've integrated. MALA doesn't sell security software, so we can tell you where the next dollar actually belongs: a new platform, a managed service, or simply better use of the tools you have.

Identity & Access + MDR / XDR + SIEM / SOC + Email Security + GRC

THE CHALLENGE

A clean audit doesn't mean you're secure.

Credential theft

Compromised identities are a leading path into the environment.

Tool sprawl

Point solutions with coverage gaps, unwatched consoles and unowned alerts.

MFA isn't the finish line

Session-token theft and adversary-in-the-middle attacks bypass it.

Insurance pressure

Carriers ask sharper questions at every renewal.

OUR APPROACH

Ordered by exposure, not by framework.

01 **Score**
Rate maturity across 12 domains on a 0–5 scale.

02 **Benchmark**
Compare to peers by size, sector and threat profile.

03 **Prioritize**
Rank gaps by risk reduced per dollar.

04 **Source**
Evaluate MDR, XDR, SIEM and identity providers side by side.

05 **Negotiate**
Secure terms, then stay involved through deployment.

Led by former CISOs with real program-building and incident-response experience.

WHERE MALA HELPS

One advisor across the security stack.

Identity & Access

Privileged, vendor and machine access across on-prem, cloud and SaaS.

MDR / XDR

Managed detection and response providers compared on real coverage.

SIEM / SOC

Build, buy or co-manage decisions based on your team and alert volume.

Email Security

Protection against phishing and infostealer delivery.

GRC

Framework alignment, policies, vendor risk and board reporting.

Insurance readiness

Carrier requirements mapped to current gaps.

And beyond: deepfake and emerging threat protection.

BY THE NUMBERS

Why this matters now.

1 in 3
incidents observed in 2024 ended in credential theft
IBM X-FORCE 2025

84%
increase in emails delivering infostealer malware in 2024
IBM X-FORCE 2025

$4.67M
average cost of a breach that starts with stolen credentials
IBM COST OF A DATA BREACH 2025

246
days, on average, to identify and contain it
IBM COST OF A DATA BREACH 2025

WHO IT'S FOR

Built for the people who own the decision.

CISO	An honest read on exposure, plus options evaluated around real risk.
CIO / CTO	Security investment tied to integration, not more tools.
CFO	Remediation ranked by risk reduced per dollar.
Lean IT teams	Managed detection and SOC options sized to your staff.
OT environments	Plant and production networks that need true segmentation.

THE MALA MODEL

Unbiased. Vendor-sponsored.

Our services are sponsored through strategic referral agreements with 430+ technology solutions providers, never billed to you. MALA is paid by the vendor only if you move forward with a vendor we recommend.

- **Unbiased recommendations**
  Providers within each category have similar compensation models, so your requirements drive the answer.
- **Paid only if you move forward**
  The selected vendor compensates MALA, and only when you choose a recommended vendor.
- **No obligation**
  You are never required to move forward with any recommended vendor.

COMMON QUESTIONS

What clients ask first.

Q Will you recommend more security tools?
Often the opposite. Integration and clear ownership frequently come before new purchases.

Q How does this help with cyber insurance?
We identify where your renewal answers are weak and which gaps are worth closing first.

Q Can you help us choose an MDR or SOC provider?
Yes. We compare qualified providers on coverage, response and economics, side by side.

Q Who leads the work?
Former CISOs and compliance leaders who have built programs and handled real incidents.

PROOF POINT

Multi-site manufacturer, 1,200 employees

Senior MALA advisor benchmarked the security and spend posture against peer manufacturers and audited vendor overlap. Results within nine months, without adding budget:

$612K
net cost optimization

42%
reduction in attack-surface exposure

<48 hrs
ransomware recovery, down from 11 days

RELATED Compliance · AI · Infrastructure

THE FIRST STEP

Request a Cybersecurity Maturity Assessment. No obligation.

A 30-minute conversation with a senior advisor on where your security posture actually stands.

Vendor-sponsored: MALA is paid by the vendor only if you move forward with a recommended vendor. No obligation to do so.

Let's simplify your next technology decision. Talk to an advisor.

Eric Anderson
eanderson@malatechadvisors.com
+1 (603) 802-2469 · malatechadvisors.com