

# THREATDEFEND™

Mobile threat defense, fully managed.

Powered by **CrowdStrike** Falcon Next-Gen SIEM

Your clients are spending six figures on endpoint and identity protection. **Their phones have neither.** Now you can fix that — without standing up a mobile security practice.

#### THE SERVICE

Fully managed mobile threat defense for every iOS and Android device in your client's fleet. Deployed, tuned, and operated 24/7 by Vijilan's SOC.

#### THE STACK

**CrowdStrike Falcon®** for Mobile as the on-device engine. Vijilan's SIEM correlates mobile signals against endpoint, identity, and cloud telemetry in real time.

#### THE OUTCOME

Phishing blocked. Compromised devices contained. Stolen sessions revoked. Your client sleeps. You bill recurring margin every month.

### The Pitch in 30 Seconds

*"You already trust us to watch your endpoints, your identities, and your cloud. Mobile is the one place where attackers can steal credentials, intercept MFA codes, and access your data — and right now, no one is watching. Vijilan extended our same 24/7 SOC to mobile. Same playbooks, same response times, same monthly invoice format. It runs on CrowdStrike's mobile agent — the leader in this space — and we operate it. The agent installs silently across your fleet in a week. Want me to scope it?"*

### Why Your Clients Buy It

#### 01 MFA is no longer the answer

Attackers steal session tokens directly off compromised phones. The user typed in the right code. The session was hijacked anyway. Only on-device detection catches this.

#### 02 MDM does not protect anyone

MDM enforces passcodes and pushes apps. It does not detect smishing, rooting, malicious profiles, or session hijacking. Your client thinks they're covered. They aren't.

#### 03 Phishing is now mobile-first

Smishing, malicious QR codes, and rogue Wi-Fi captive portals are now the leading credential-theft vectors. Email gateways don't see any of it. Mobile is the new perimeter.

#### 04 Their cyber insurer is asking

Mobile device protection is now a line item on renewal questionnaires from every major carrier. Saying "we have MDM" no longer qualifies. Saying "we have managed MTD" does.

**FOR THE MSP**
**The Economics, the Process, and the Conversation**
**What You Get as the Partner**

- ✓ **Channel-exclusive.** Vijilan does not sell direct. Your client relationship stays your client relationship. Always.
- ✓ **Per-device, per-month.** Predictable line item. Easy to bundle into your existing managed security package or sell as an add-on.
- ✓ **Recurring high-margin MRR.** Mobile is sticky. Once it's on the fleet, it stays on the fleet.
- ✓ **Zero ops burden on you.** Vijilan handles deployment, tuning, alert triage, containment, and reporting. You handle the relationship and the invoice.
- ✓ **Co-brandable collateral.** One-pagers, email templates, and proposal language in the Partner Portal — drop in your logo and ship.
- ✓ **Same SOC you already trust.** If you sell ThreatRespond™ or ThreatDefend™, this just extends what your clients already have.

**The Numbers (Example: 100-Device Client)**
*Illustrative only. Actual pricing and your margin are surfaced in the Partner Portal.*

<b>Client size</b>	100 devices (mixed iOS / Android)
<b>Time to fully deploy</b>	5 to 10 business days
<b>Setup burden on the MSP</b>	~2 hours of coordination total
<b>Ongoing ops burden on the MSP</b>	<b>Zero — Vijilan SOC runs it</b>
<b>Average client renewal</b>	95%+ on managed mobile services
<b>Bundle uplift</b>	<b>Mobile add-on typically increases per-client MRR by 8-15%</b>

**Objection Handling**

<p><b>THEY SAY:</b> We already have Intune. We're covered.</p> <p><b>YOU SAY:</b> Intune is MDM — it enforces config. It doesn't detect smishing, rooting, or stolen sessions. We layer mobile threat defense alongside Intune so you keep what you have and add what's missing.</p>	<p><b>THEY SAY:</b> Our staff won't accept anything on their personal phones.</p> <p><b>YOU SAY:</b> Falcon for Mobile sees only corporate-designated apps. No SMS, no email body, no photos, no browsing history, no location tracking. We can show your HR team the privacy spec in writing.</p>
<p><b>THEY SAY:</b> How much does it cost?</p> <p><b>YOU SAY:</b> Per-device, per-month. For a fleet your size we're talking [insert quote from Partner Portal]. That's less than the average cost of investigating a single phishing-related incident.</p>	<p><b>THEY SAY:</b> We don't have budget until next fiscal year.</p> <p><b>YOU SAY:</b> Three options: pilot 25 devices for 30 days at no cost, add it to your renewal cycle, or bundle it with your existing managed security line item so it doesn't appear as a new spend.</p>

**Add ThreatDefend™ Mobile to your portfolio in the Partner Portal — [partner.vijilan.com](https://partner.vijilan.com)**  
**Or reach your Vijilan account manager directly. Same-day provisioning. No minimums.**

