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LMNTRIX-- the latest brainchild of Carlo Minassian, founder of MSSP pioneer earthwave-- names industry veteran Ian Murphy as vice president leading its EMEA business.



Murphy has almost 25 years of experience in both private and public sectors. His employers include the UK Ministry of Defence, Symantec and, most recently, DXC Technology, where he was lead security architect. In addition he also worked with multiple channel organisations, including CSC and Dimension Data.

“There’s such a strong desire in the channel to move into advanced threat detection and incident response services, but before LMNTRIX it was either too difficult, too costly or-- more commonly-- both," Murphy says. “What’s so different about LMNTRIX is that its offering is not only revolutionary from a technology stack point of view, but it is also evolutionary for partners as it enables them to take their businesses to the next level.”

The LMNTRIX product offering essentially enables a channel organisation to offer a complete Manged Detection and Response service. It is able to detect advanced and unknown threats able to bypass traditional perimeter controls and, crucially, is completely front-ended by the partner.

Partners can boost client security through advanced detection and response capabilities, including a proprietary virtual sensor deployed at network chokepoints and high value assets, a "parallel universe" hiding every endpoint, server and network component, Predictive Intelligence Exchange (PIE) using proprietary technology to aggregate over 100 threat intelligence feeds and millions of threat indicators, and full-fidelity packet capture, stored for up to a yaer to give organisations certainty whether events have impacted their environments.

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