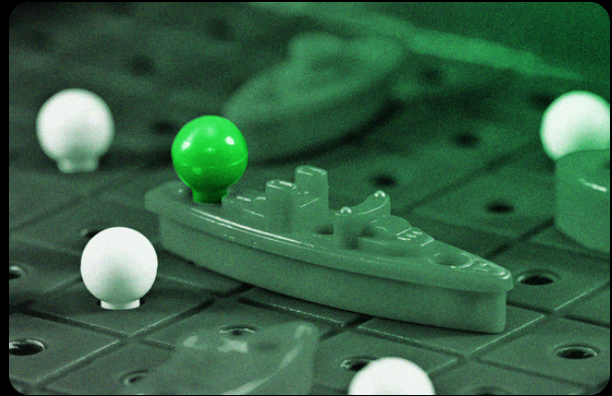


# Negotiation Services



## MEET YOUR THREAT ACTOR NEGOTIATIONS TEAM

"Negotiating with extortionists" probably isn't in your job description. And when your company is in the middle of a ransomware event, you need pros who do this full time.

With over **1000 successful threat actor engagements** under our belt, our team of skilled negotiators guide you through the crisis and back to business – and back to your actual jobs.

## CALM IN THE MIDDLE OF THE STORM

Our negotiators **combine forward-deployed intelligence with years of negotiations** experience to help you get to recovery as soon as possible.



Engage threat actors with precision



Provide you with more – and better – options in a crisis



Inform your potential payment options



Enable IR teams with threat actor intel & attribution

## BETTER PROCESSES, BETTER OUTCOMES

### READY TO DEPLOY WHEN YOU MOST NEED HELP

Our negotiation experts mobilize at a moment's notice to **provide expert services during your ransomware event**. We assess the situation, communicate with IR teams & necessary stakeholders, and perform threat actor attribution.

### OPEN COMMUNICATIONS AND DOCUMENTATION

Our team maintains **communications with IR teams, legal authorities, and other necessary stakeholders**. We also document the engagement for post-event compliance filings, insurance claims, and other recovery necessities.

### REDUCED RANSOM DEMANDS BY 75%

The middle of a crisis is a bad time to learn how to negotiate with criminals. Our **negotiators know how to communicate with, assess, and understand your extortionists**, resulting in an average 75% reduction in ransom demand while giving IR teams more time to work.