VMware Carbon Black EDR
Deploy and Get Started

Overview
The VMware Carbon Black EDR Deploy and Get Started Essentials service assists you with deploying the Carbon Black EDR server software and all the basic configurations required to get you up and running.

This service is ideal for organizations who are new to the VMware Carbon Black EDR product, desire to quickly configure the system, and learn threat hunting best practices using Carbon Black EDR for a rapid time to value experience.

Knowledge Requirements
It is expected that at least one Customer representative will have knowledge of the VMware Carbon Black EDR Administration function. To obtain this knowledge, the Customer should attend the VMware Carbon Black EDR Administration training course (to be purchased separately) within the first month of commencing the implementation project.

Part Number / SKU
VSEC-CB-EDR-PS-DPY-GS
Install and configure one instance of the VMware Carbon Black EDR software to meet customer’s security requirements, up to 30 days of data retention. Services include configuration and sensor deployment best practices for the customer’s VMware Carbon Black EDR instance via interactive knowledge transfer workshops for up to 3,000 Carbon Black EDR endpoints.

Outcomes
Customer will be able to accomplish the following outcomes after the project:

• Improve SOC/IR effectiveness and efficiency via an enriched centralize and customizable threat intelligence platform
• Improve insights on complex attack sequence via real-time continuous recording of events in all deployed endpoints or workloads
• Ability to respond to incidents quickly with continuous visibility across the enterprise

Estimated Schedule
VMware consulting services will be performed according to a schedule agreed to by both parties. Typically, consulting services are performed during normal business hours and workdays (weekdays and non-holidays). REMOTE ONLY
Service Assumptions

CUSTOMER RESOURCES: Should Customer request VMware to perform tasks that are dependent upon Customer resources or decisions, Customer will make such resource available or decisions final in a timely manner.

HARDWARE PROCUREMENT: Procurement and installation of hardware is the responsibility of Customer. VMware will provide recommendations and assistance.

WORKSITE: The Software Related Services tasks may be performed on-site or remotely. An approximate travel schedule will be mutually agreed. Travel expenses are not included in the packaged offering and will be quoted separately and agreed mutually between Customer and VMware.

ON-SITE TRAVEL: In weeks where both parties have agreed that an on-site resource is prudent, travel for VMware consultants will occur on Mondays and Thursdays unless otherwise agreed. It is expected that consultants will travel to Customer’s facility on Monday morning, arriving on site as early on Monday as possible, as dictated by flight options and travel time. The consultants will work on-site through Thursday and will schedule return travel on Thursday evenings, as available. Travel expenses are not included in this Datasheet.

WORKING HOURS: Engagements that require consultants to work in excess of 40 hours per week, to work on weekends or major national holidays and/or to travel outside of this schedule will be considered exceptions to this policy and will be reviewed and approved by VMware and Customer as required.

PRE-REQUISITES: Pre-requisites must be completed for all installation components before any installation activities will be performed. Should Customer not purchase the associated software for deployment, the services deliverable line items associated with those software components will not be delivered.

PROJECT MANAGEMENT: VMware and the Customer’s project management will work closely together to ensure that project scope remains consistent and issues are resolved on a timely basis.

DELIVERABLE LANGUAGE: All work, documentation and work product(s) will be provided in English.

USE-CASE SCOPE: The scope of the use-cases will be considered locked upon completion of Deliverable 1.1 (See Service Deliverables Table below) and will be delivered within a single production deployment phase. Any alteration to the use-case scope thereafter may necessitate a change request.

Responsibilities

All supplier and Customer responsibilities are listed in the Deliverables section. The ownership is defined as follows:

- Primary Owner = VMware: VMware is responsible for delivery, with minimal assistance from Customer’s project team.
- Joint: VMware and Customer’s project team are jointly responsible for delivery.
- Primary Owner = CUSTOMER: Customer is responsible for delivery, with minimal assistance from VMware.

Completion Criteria

The project will be deemed complete when any of the criteria below are met.

1. Completion of all service deliverables included in the Deliverables section.
2. Consumption of up to ten (10) hours of Consulting Services inclusive of meetings and email correspondence; effort associated with this allocation of hours shall only be allocated to tasks defined in Datasheet.
3. Passage of thirteen (13) weeks after project kick-off (Deliverable 1.1).
## Deliverables

<table>
<thead>
<tr>
<th>ID</th>
<th>Description</th>
<th>Tool/Deliverable</th>
<th>Primary Owner</th>
<th>Comments</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td><strong>Phase 1: Plan</strong></td>
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<tr>
<td>1.1</td>
<td>Kick-Off Meeting</td>
<td>Solution Overview presentation</td>
<td>Joint</td>
<td>Initial meeting to discuss project scope, objectives, impact assessment, and teams</td>
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<tr>
<td>1.2</td>
<td>Review Datasheet</td>
<td>-</td>
<td>CUSTOMER</td>
<td>Understand service assumptions, scope, and completion criteria</td>
</tr>
<tr>
<td>1.3</td>
<td>Validate Pre-Installation Requirements</td>
<td>Operating Environment Requirements (OER) document</td>
<td>VMWare</td>
<td>Minimum system requirements</td>
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<tr>
<td>1.4</td>
<td>Review Change Management Strategy</td>
<td>-</td>
<td>CUSTOMER</td>
<td>Customer determines a change management process for agent testing and installation</td>
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<td></td>
<td><strong>Phase 2: Execute</strong></td>
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<td></td>
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<tr>
<td>2.1</td>
<td>Installation &amp; Configuration of Application Server</td>
<td>Install up to one (1) CB EDR Server</td>
<td>Joint</td>
<td>Install and configure application server components as necessary</td>
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<tr>
<td>2.2</td>
<td>Pilot Deployment</td>
<td>Deploy up to two (2) Carbon Black EDR sensors</td>
<td>CUSTOMER</td>
<td>Customer defines an end-user communication plan for pilot user community</td>
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<td>2.3</td>
<td>Configuration Assistance</td>
<td>Create up to fifteen (15) policies and watchlists</td>
<td>Joint</td>
<td>Assist analyzing event data, define threat intelligence and watchlists</td>
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<tr>
<td>2.4</td>
<td>Publish Adoption Guide</td>
<td>Product adoption document</td>
<td>VMware</td>
<td>High-level operational guide</td>
</tr>
<tr>
<td>2.5</td>
<td>Production Deployment</td>
<td>Deploy remaining Carbon Black EDR sensors</td>
<td>CUSTOMER</td>
<td>Customer deploys solution to production endpoints</td>
</tr>
<tr>
<td>2.6</td>
<td>Solution Specification</td>
<td>Solution specification workbook</td>
<td>VMware</td>
<td>Document CB Cloud platform settings</td>
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<tr>
<td>2.7</td>
<td>Solution Verification</td>
<td>Solution verification workbook</td>
<td>VMware</td>
<td>Execute product use cases and test plans</td>
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<td></td>
<td>Alerts and Watchlist Hits</td>
<td>Review and triage up to fifteen (15) alerts and watchlist hits</td>
<td>Joint</td>
<td>Assist with alert notifications and triage</td>
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<td><strong>Phase 3: Close</strong></td>
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<tr>
<td>3.1</td>
<td>Customer Support Transition</td>
<td>Project closure email</td>
<td>VMware</td>
<td>Transition to support</td>
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</table>

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Out-of-Scope
The following are the out-of-scope items for this project.

General
• Installation and configuration of custom or third-party applications and operating systems on deployed virtual machines.
• Operating system administration including the operating system itself or any operating system features or components.
• Management of change to virtual machines, operating systems, custom or third-party applications, databases, and administration of general network changes within Customer control.
• Remediation work associated with any problems resulting from the content, completeness, accuracy, and consistency of any data, materials, or information supplied by Customer.
• Installation or configuration of VMware products not included in the scope of this document.
• Installation and configuration of third-party software or other technical services that are not applicable to VMware components.
• Configuration of VMware products used for the service other than those implemented for the mutually agreed to use cases.
• Customer solution training other than the defined knowledge transfer session.

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• Remediation/removal of unauthorized, malicious, or unwanted files.
• Investigation and analysis of potential malware and threats.
• Configuring more than one administration console.
• Building of custom scripts or feeds.
• Performing custom threat feed configuration.
• Customer solution training other than the defined in scope services.
• Developing custom documentation.
• Troubleshooting integration or infrastructure issues when deemed to be non-Company product issue.
Prerequisites Checklist
Customer is responsible for executing all items discussed in the Service Checklist prior to starting of the Execution phase.

Endpoints minimum operating environment:
• Memory – 12-50 MB RAM
• Disk Storage – The sensor regularly sends data to the server, requiring minimal storage on the endpoint (500 KB to 3 MB). If the sensor cannot communicate with the server, data queues up to an adjustable threshold (2 GB by default, expected 30-60 days activity on a normal system). The data is synced when server communications are reestablished.

Participation of the following Customer stakeholders is required for the Service to be performed:
• Enterprise Architect
• Infrastructure Architect
• IT Operations Manager
• IT Security Manager