HYBRID COMMUNICATIONS

(P T Y) L T D

THE BUG STOPS HERE.

Cyber Security Solutions

A channel-focused, value-added portfolio of world-class cyber security solutions — protecting your people, data and infrastructure end to end.

PARTNER PACK · 2026

WHO WE ARE

A future-focused cyber security distributor

Hybrid Communications (PTY) Ltd is a channel-focused, value-added cyber security provider bringing world-class solutions to the African region and beyond. We address the gaps in reselling, managed services and system integration for cyber security.

25+
Years of cyber security experience

Global
Operations with a South African base

12+
World-class solutions in our portfolio

OUR CYBER SECURITY RANGE

One partner across the full security lifecycle

Threat Detection & Response

AI-driven NDR across cloud, identity and network

Dark Web & Exposure

Continuous monitoring of leaked credentials & data

Developer & Cloud Security

Code-to-cloud scanning and SDLC governance

Exposure Management

CTEM, vulnerability & patch management

Data & Endpoint Protection

Encryption, access control and SMB compliance

Email Security & GRC

Outbound email protection against human error

Auditing & Assessment

Cyber risk audits and VAPT services

Awareness & People

Phishing simulations and managed training

AI-DRIVEN THREAT DETECTION

Vectra AI

Future-proof your cyber defence across cloud, identity and network.

2025 Magic Quadrant for NDR

THE CHALLENGE

There is too much happening across the attack surface to monitor, and analysts are overwhelmed by alerts from anomaly-based tools.

WHAT YOU GET

Attack Signal Intelligence

AI prioritises real threats across cloud, SaaS, identity and network in one platform.

Coverage everywhere

NDR plus cloud detection for AWS and M365, and identity detection for Azure AD.

Less analyst burnout

Accurate true-positive detection speeds up investigation and response.

Lower running costs

Reduce SIEM spend and optimise EDR, SOAR and ITSM investments.

THE CHALLENGE

Leaked credentials and stolen data surface on the dark web long before most organisations ever notice the exposure.

WHAT YOU GET

Continuous monitoring

Scans the clear and dark web for leaked credentials and exposed data.

Leak detection

In-depth domain monitoring and layered GitHub leak detection.

Largest data repository

Dark and clear web data trusted by global threat-intelligence agencies.

Entra ID response

Automatically block profiles whose credentials are exposed.

DARK WEB MONITORING

Flare

Your automated cyber reconnaissance team for the clear and dark web.

24/7

Continuous exposure monitoring

DEVELOPER SECURITY

Aikido

A no-nonsense security platform for developers, from code to cloud.

95%

Reduction in alert noise

THE CHALLENGE

Too many tools are needed to secure code and cloud, false positives create noise, and DevOps security experts are scarce.

WHAT YOU GET

All-in-one scanning

SAST, DAST, SCA, secrets, IaC, container and cloud posture in one.

AI AutoFix

One-click fixes for SAST and IaC issues with an AI agent.

Clear remediation

Translates CVEs into simple step-by-step explanations.

Faster compliance

Audit-grade SOC 2 and ISO 27001 reports in hours, not weeks.

THE CHALLENGE

Over-permissioned developer and machine identities and poor identity hygiene leave the SDLC open to insider threats.

WHAT YOU GET

Least privilege

Automated rightsizing of developer and machine permissions.

Identity hygiene

Deactivate off-boarded users and manage access tokens.

Continuous monitoring

Detect risky behaviour and privilege escalation across CI/CD.

AI identity intelligence

Prioritised, context-rich risk visibility with no blind spots.

SDLC GOVERNANCE & IDENTITY

BlueFlag Security

Protect the software supply chain by securing developer identities.

68%

Of attacks exploit identity credentials

CONTINUOUS THREAT EXPOSURE MGMT

Strobes

Unify attack surface, pen testing and vulnerability management.

1 Platform

ASM, PTaaS and RBVM unified

THE CHALLENGE

There are too many tools to understand overall risk, and external exposure is expansive and uncoordinated in most organisations.

WHAT YOU GET

Unified CTEM

Attack surface management, PTaaS and vulnerability management together.

Smart prioritisation

3D context and threat intel patch crown-jewel assets first.

Full visibility

Monitor your entire digital footprint for weaknesses and zero-days.

Pentesting as a service

On-demand and recurring testing delivered by experts.

THE CHALLENGE

Businesses need a meaningful security audit without ongoing cost, and providers need lead generation that delivers real value.

WHAT YOU GET

Full visibility

Assess gaps across network, data, application, identity and awareness.

Deep assessment

PII discovery, dark web scan and M365 and Workspace review.

Financial framing

Quantify risk with ROI, insurability and value metrics.

Flexible delivery

Run once-off or recurring; fast and easy to deploy.

CYBER SECURITY AUDITING

Telivy

Comprehensive cyber risk audits that prove security pays off.

5 Areas

Network, data, app, identity, awareness

SMB PROTECTION & COMPLIANCE

SMBsecure

All-in-one managed security and compliance built for small business.

R1M

Data breach cover in the Cyber Warranty

THE CHALLENGE

Small and medium businesses lack the resources to keep up with growing security and compliance requirements across many vendors.

WHAT YOU GET

Encryption & proof

Device and email encryption with audit-backed POPIA proof.

Access control

Lock, kill, locate and MFA across PCs and mobile devices.

Phishing defence

Built-in awareness training and phishing simulations.

Cyber warranty

R1M breach, R500K extortion and R250K BEC event cover.

THE CHALLENGE

Endpoint data security is costly, MFA often covers only M365 accounts,and lost or stolen devices lack control and reporting.

WHAT YOU GET

Native encryption

Protect Windows, Mac, Android and iOS with POPIA reporting.

RiskResponder

Automated responses to invalid logons, timeouts and geofence breaches.

Remote control

Instant lock, wipe and locate for lost or stolen devices.

Server & local MFA

Two-factor authentication for local and domain accounts, even offline.

DATA ENCRYPTION & ACCESS CONTROL

Beachhead Secure

Encryption that is managed, enforced and proven across every device.

AES 256-bit

Native encryption across all devices

OUTBOUND EMAIL SECURITY (GRC)

SendGuard

Stop the data breaches caused by human error in email.

Fortune 500

Trusted to manage email risk

THE CHALLENGE

Confidential information is regularly emailed to the wrong recipients, and outbound email traffic is hard to monitor and control.

WHAT YOU GET

Confirm before send

Verify recipients and attachments on every outgoing email.

Content control

Detect, confirm or block sensitive or inappropriate content.

Unsend emails

Recall non-urgent emails even after clicking send.

Audit trail

Keep logs and deploy centrally across Outlook and OWA.

THE CHALLENGE

Real-time vulnerability visibility is hard to achieve and remediation backlogs grow because too many disconnected tools are involved.

WHAT YOU GET

Continuous detection

Real-time visibility of assets and vulnerabilities, not point-in-time.

X-Tags prioritisation

Focus remediation on vulnerabilities that are actually exploitable.

Patch management

OS and third-party patching for Windows, macOS and Linux.

Patchless protection

Shield vulnerable apps when a patch is not yet available.

VULNERABILITY & PATCH MANAGEMENT

vRx

Strategic exposure remediation, from discovery to patch.

360°

Real-time asset & vulnerability view

VAPT SERVICES

Find your weak points before attackers do

Use our penetration testers as an independent service or an extension of your team — covering every attack surface with clear, actionable reporting.

Full-scope testing

White, black and grey box, web app, external and domain health scans.

Expert pentesters

Seasoned specialists assess and help remediate every weak point.

Actionable reporting

Severity, business impact and step-by-step remediation guidance.

Designed for your budget

Ad-hoc, monthly or annual — under a CAPEX or OPEX model.

CYBER RISK ESSENTIALS

Build a human firewall

Your employees are either your greatest vulnerability or your strongest line of defence. Our managed awareness program turns risk into resilience.

80–90% of breaches involve human interaction

Phishing simulations

Randomised every 3–5 weeks to surface high-risk users.

Continuous training

Monthly online modules, with extra focus on defaulters.

Instructor-led sessions

Quarterly awareness and half-yearly executive training.

Simplified compliance

Automated reporting to satisfy insurers and regulators.

WHY HYBRID COMMUNICATIONS

World-class protection, one trusted partner

Consolidated portfolio

Best-in-class solutions across detection, data, identity, email and people — sourced and supported by one partner.

Tailored to your needs

Solutions matched to your risk, size and budget, with flexible CAPEX or OPEX commercial models.

Local expertise, global reach

A South African base with worldwide delivery, deep compliance knowledge including POPIA.

Ready to strengthen your security posture? Book a demo · Get a quote · Request an assessment

CONTACT US

Let's secure your business

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