



# CYBRIANT PARTNERS WITH NETENRICH TO BOLSTER SECURITY SERVICES AND SCALE BUSINESS

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# TABLE OF CONTENTS

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<u>Introduction</u>	<u>3</u>
<u>Challenges: Limited scalability, limited business growth</u>	<u>3</u>
<u>Solution: Resolution Intelligence Cloud offers the scale to grow and expand customer case</u>	<u>4</u>
<u>Expected outcomes and benefits: Consolidated view of all data, multitenancy, automation</u>	<u>4</u>





Since its founding in 2015, Cybriant has succeeded in growing its managed security services business to more than 1,400 global customers on its legacy management platform. However, as recent platform scalability issues began to threaten future growth opportunities, Cybriant CEO Jeff Uhlich and CTO Andrew Hamilton knew it was time for a change. They also knew that if a managed security service provider (MSSP) doesn't stay on the bleeding edge of technology, it risks becoming obsolete very quickly. Competitors are always innovating to offer greater efficiencies at lower costs.

## Challenges: Limited scalability, limited business growth

Some companies are not mature enough to tackle transformational change. Cybriant is not one of them.

Cybriant's goal was to find an operational solution that could provide better scale, boost productivity, and facilitate upmarket penetration and expansion into enterprise accounts. Typically, its decision-makers will spend months evaluating a technology before opting to standardize on it — so, this search was no different; it demanded extensive research and careful consideration to avoid compromising current customer satisfaction.

“If you're a race car driver used to a certain seat, view, grip, controls, you can't suddenly switch to another car without putting yourself and everyone on the track at risk — both from a safety and monetary perspective,” Uhlich says. “The same goes for an MSSP. Operational change can be difficult, especially when things are going smoothly. If we ask our analysts and customers to change toolsets, we need to be sure we have the best solution and plan in place.

“With Netenrich, we were 100% committed to making a change. Netenrich ticked all the boxes, not only offering a scalable, cost-effective technology platform in Resolution Intelligence Cloud, but also high-touch onboarding, training, and marketing support to help grow our client pipeline.”



## **Solution: Resolution Intelligence Cloud™ offers the scale to grow and expand customer base**

Onboarding isn't a process that happens overnight. It takes time, talent, and trust to ensure a smooth transition.

From the start, Cybriant leadership had faith in Resolution Intelligence Cloud's ability to operationalize Google Chronicle and speed time to value — and soon, they developed complete trust in the Netenrich team.

"From the top down, Netenrich worked to understand our business structure, current state, and future goals," Hamilton says. "During our own onboarding process, the deployment team went above and beyond, exceeding our expectations by providing white-glove service and guidance throughout. Support included biweekly calls, workshops, training sessions as well as collaboration with us to identify and resolve any configuration issues."

## **Expected outcomes and benefits: Consolidated view of all data, multitenancy, automation**

Data ingestion and retention are no longer a challenge. With Google Chronicle as its security data lake, Resolution Intelligence Cloud lets Cybriant — and by extension, its customers — onboard and retain data for a significant period of time. Its legacy platform simply did not have the backend scale that Google Chronicle provides. By combining data analytics and automation, Cybriant analysts gain richer context for more accurate prediction, detection, and response.

With Resolution Intelligence Cloud, Cybriant is providing a range of services, including: 24/7 security operations center (SOC) monitoring, affordable telemetry ingestion, threat hunting, incident response, and remediation. Moreover, with the platform's multitenancy capability, the MSSP can manage all individual tenants from a single dashboard and make changes to one or a group of tenants with ease, flexibility, and speed.



Now, instead of having to look at individual alerts within a tidal wave of data — an outmoded workflow that would never get anyone ahead of the curve — the *current* Cybriant team can support many more customers and scale their entire security ops with improved efficiencies.

“The icing on the cake,” Uhlich says, “is that it is a highly complementary partnership, when the Netenrich team hears that an organization is looking for an MSSP to monitor its security infrastructure, they direct them to us. This level of trust and confidence plays directly into our strategy to build deep partnerships with a limited number of the best technology providers, like Netenrich.”