



VERTEK CASE STUDY

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PROBLEM

At Vertek, we take pride in being the most flexible Managed Detection and Response (MDR) provider in the market. Our mission is to help companies like our client implement new cyber solutions and detect any cyber threats. Over the years, we have assisted many organizations in enhancing their security posture with our solutions. One such client was an auto dealership group that needed to meet specific regulatory and compliance requirements.

Before onboarding, our client was grappling with significant security and compliance challenges. With 48 dealerships under their umbrella, ranging from small operations with 82 employees to large establishments with 333 employees, they needed help managing their expanding network. Now, with some peace of mind in their security, our client has grown to over 60 Dealerships, employing 10,000 individuals and operating 20,000 devices. This transformation is a testament to the effectiveness of our solutions in addressing their specific challenges.

RECOMMENDATIONS

Our mission was clear: to equip our client with the necessary tools and strategies to meet regulatory and compliance requirements, manage security threats at each dealership, and help improve their cybersecurity posture while they executed on their business growth model. To achieve this, we implemented 24/7 continuous threat monitoring and response, security controls, and expanded standardized and scaled services which they grew.

Our primary focus in solving their problems was detection and response, with secondary add-ons to identify and protect. They were candidates for SIEM, XDR, Network Monitoring, and Vulnerability Scanning. They were a candidate for SIEM because they had multiple products and a candidate for XDR because they needed extended after-hours responses. To build trust and a relationship with this clients, we led with a 60-day fixed fee with no obligation threatMDR Proof of Concept.

RESULTS

Since our client was onboarded with Vertek, they have experienced a significant improvement in their security posture. They have seen zero data breaches or significant security incidents. With our client, we monitor 10,000 users and 20,000 devices daily. We conduct weekly vulnerability scanning and process 188M events per day. We have resolved 83% of alarms without engaging their MSP or the client. We then provide our clients with monthly readouts, in which we inform them about tracked actions and risky behaviors from the dealership. These results speak volumes about the effectiveness of our solutions.