

CUSTOMER SUCCESS STORY

UNIVERSITY



ATLANTIC
DATA SECURITY

CLIENT OVERVIEW

This private university serves over 6,000 students. Like many educational institutions, their cybersecurity team ensures the privacy and security of students and staff across multiple facilities, supporting the university's educational and research goals.

THE CHALLENGE

When we began working with the client, they were approaching renewal dates for three key components of their cybersecurity tech stack: the firewalls, their EDR solution, and a SIEM tool.

They wanted to take this as an opportunity to review their overall strategy to see what options might fit their needs better. They were specifically unsatisfied with their existing SIEM solution which did not integrate well with their other tools and provided them less visibility than desired.

The client was also facing rising premiums for their cybersecurity insurance and needed to either strengthen their security suite to reduce the insurance cost or open up budget for it.



THE ATLANTIC DATA SECURITY SOLUTION

Through collaborative discussion with their cybersecurity team, we worked together to develop a cohesive cybersecurity strategy that prioritized:



INCREASED CONTROL AND INTEGRATION between various parts of the security stack to increase efficiency of monitoring the environment and responding to incidents.



BETTER RISK QUANTIFICATION that would enable their security team to prioritize vulnerability management intelligence to reduce the attack surface with their existing resources.



MAINTAINING OR REDUCING THE EXISTING COST OF SECURITY SOLUTIONS to remain within the allocated cybersecurity budget as vendor and insurance prices were increasing.

We determined that their existing firewall and EDR solutions were well positioned to meet these targets. We recommended that they keep these solutions in their environment and facilitated renewals for them.



SIEM + Security Rating

INCREASED
CONTROL

BETTER
VISIBILITY

REDUCED
COSTS

We recommended a replacement SIEM solution that provided stronger integration capabilities with the rest of their security stack, while being significantly more cost effective than the incumbent solution.

We also introduced and implemented a cybersecurity risk ratings provider to help the client gain better insight over their attack surface. With this capability, they were able to prioritize a few key changes that helped them negotiate a favorable rate on their cybersecurity insurance.

When I joined the university in March 2022, I was immediately thrown into the deep end with negotiating three renewals for cornerstone security products. Atlantic Data Security helped me navigate these complex renewals tremendously, assisting in two of them and suggesting an alternate product for the third that reduced my costs by half and has performed exceedingly well in our security stack.

They have been a great help in tuning and expanding our firewall environment and ensuring that we were able to renew our cyber insurance plan at a good rate.

Atlantic has been a steady and reliable partner in helping me manage the security challenges I need to navigate. Their commitment to customer success and technical excellence is unmatched. I look forward to our continued partnership.”

— University CISO

ABOUT ATLANTIC DATA SECURITY

Atlantic Data Security has over 25 years of experience helping companies navigate the challenges of cybersecurity. We ensure that we understand your unique environment and business needs so that we can recommend the solutions best suited to solve your problems.