

CSO Outlook

NETWORK SECURITY

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Top 10 Managed Security Service Providers 2015

Cyber security breaches are more imminent than ever, warranting enterprises to equip themselves with scalable threat detection systems. The need for dynamic threat detection and emergency response services is being addressed by managed security services (MSS) that are creating a new wave in the realm of cyber security. The MSS market is currently experiencing an exponential growth and is predicted to reach \$29.9 billion by 2020. In such a scenario, many managed security services providers (MSSPs) have come up with security network infrastructures, featuring advanced services that include application security, real time security monitoring, incident response, threat containment, and remediation. These advanced grade security solutions provided by MSSPs are highly customizable and hold the promise of securing sensitive information while monitoring the end points in real time.

In addition to these, MSSPs are doing their best bit

by playing an instrumental role in delivering insights through predictive analytics. With over billions of cyber events occurring in a single day, it is easier for an MSSP to condense these events to gain actionable intelligence that would handle any cyber vulnerabilities to prevent sophisticated attacks in the future.

With a wide array of security services to choose from, the CIOs and CSOs may find it tough to zero in on a proactive solution that caters to their security management needs. In this light, CSO Outlook presents “Top10 Managed Security Service Providers 2015” to offer a wider perspective on the solutions and their implementation to minimize risks and enhance cyber security measures of organizations.

A distinguished panel comprising of CEOs, CIOs, CSOs, VCs, analysts, and our editorial board have selected the list of top managed security services providers. The companies featured here provide a look into how their solutions work in the real world.



Company:

InteliSecure

Key Person:

Robert Eggebrecht,
Co-founder & CEO

Website:

intelisecure.com

Description:

Managed Security service provider delivering a hybrid application of expert human intelligence with proven critical asset protection program methodology.

InteliSecure

Next Gen Managed Security Services for Data Loss Prevention

For many organizations, employing Data Loss Prevention (DLP) technology seems to be a viable option to counter the menace of Intellectual Property (IP) theft. This was the lesson learned by a leading pharmaceutical firm when a contract-based engineer hired by the firm turned out to be an adversary.

The engineer had accomplices at various locations accessing a common Gmail account on which he uploaded sensitive documents pertaining to trade secrets and IP information. The company was notified of the first document being exfiltrated, but the perpetrator managed to elude on-site security. Soon after, federal officials were notified of the incident and he was apprehended by authorities at Newark International Airport within 48 hours.

Usually firms learn of, or are notified by law enforcement, that their IP has been compromised, but in most instances only months after their occurrence. The pharmaceutical firm, recognizing the perils of being complacent, had employed the services of InteliSecure to monitor their security infrastructure for anomalous activity, and that decision proved to pay off in spades. InteliSecure is the only Managed Security Services Provider to manage DLP technologies. The company's services are tightly packaged into a robust portfolio of services that helps organizations protect their most critical assets.

Changing threat vectors, in this instance an insider threat, pose major risks to enterprises. InteliSecure CEO, Rob Eggebrecht says, "Enterprise organizations around the world now readily accept corporate industrial espionage as a significant challenge and a reality of doing business today."

Eggebrecht believes critical asset protection is the difference between being breached versus being compromised, to the extent business operations begin to fail, sensitive customer or patient data is compromised and corporate reputation is affected.

"Our approach is far different than just capturing system data and logs," Eggebrecht says. "Our Critical Asset Protection Program is like none other in the industry and delivers the required protection and operational awareness needed to guard against today's ever-changing threat landscape."

InteliSecure programs begin by

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Our approach is fresh, proven and highly-innovative. We are leading a compelling paradigm shift on the way managed security services are delivered, and our critical asset protection focus has given us the edge in achieving exceptional market traction

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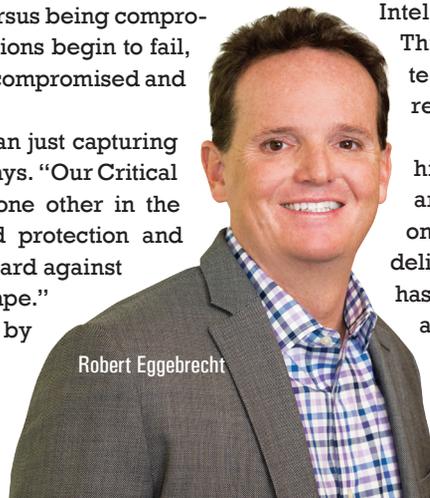
developing a comprehensive Critical Asset Protection Program (CAPP) for each customer, implemented in phases according to a proven methodology. Each CAPP involves key stakeholders, governance and working groups and cross-organization participation to:

- Identify and prioritize critical assets according to content, community and channel functions.
- Determine governance and workflow processes for technology implementation and tuning.
- Define incident and event management workflows.
- Align reports and KPI's with business and performance metrics.

The resulting Critical Asset Protection Program encompasses detailed documentation that defines the scope of work, optimizes specific policies and workflows, establishes roles and responsibilities, and determines how to deploy and tune security technologies.

The company's quality management system (QMS) is a key component to how InteliSecure teams work and analyze data on a daily basis and is built by InteliSecure based on ISO 27001 standards. Through the InteliSecure QMS, security teams build policies and review, analyze and remediate incidents for customers.

"Our approach is fresh, proven and highly innovative," states Eggebrecht. "We are leading a compelling paradigm shift on the way managed security services are delivered, and our critical asset protection focus has given us the edge in achieving exceptional and sustained market traction." **CSO**



Robert Eggebrecht