

ActZero and Partner Secure Education Client

DEAL HIGHLIGHTS

- **450 endpoints**
- **\$37,500 ARR**
- **Competitive Replacement**
- **5 Week Sales Cycle**

ORGANIZATION OVERVIEW

School board, serving 18,000+ students over 50 schools and employing over 1,400 remote and on-site staff.

DECISION MAKERS

- **CFO**
- **Director of IT**

OUTCOMES

- **Higher block rate**
- **Lower dwell time**
- **90% reduction in alerts**
- **Context and guidance for all alerts**
- **15% reduction in vulnerabilities**
- **Client requesting additional AZ Services**

Client Challenge

The client was receiving a high volume of false alerts with their existing MSSP solution without any context or direction on mitigation.

Despite their large investment, they did not see any improvement in their security posture year over year.

ActZero Managed Detection and Response

Advanced Device Protection

Endpoint Detection and Response (EDR) and Next Generation Antivirus (NGAV) for all laptops, desktops, and servers within the client's environment

Optimized Response

With intelligent response automation and our 24/7 SOC, we respond to and block fast-moving attacks in a market-leading 15 minutes. During the process, we filter out false positives and white noise, escalating only critical alerts.

AI-Powered Detection

We use dozens of proven machine-learning detections to quickly uncover indicators of common and advanced cyber attacks missed by most security solutions

Advice & Customer Service

Our Customer Portal provides the client with complete visibility into identified threats, security events, hygiene improvement recommendations, compliance tracking and auditing; simplifying prioritization of risk reduction and reporting