

ActZero and Partner Secure Healthcare System

DEAL SIZE

- 4,000 endpoints
- \$300k ACV

WHO WE BEAT

- CrowdStrike Complete
- Arctic Wolf
- DarkTrace
- Rapid7

DECISION MAKERS

- Cybersecurity Manager
- Director of IT
- CISO

SALES DRIVER

- Sophos, Microsoft and Morphisec Replacement
- Need for 24/7 SOC

ORGANIZATION OVERVIEW

Regional hospital and healthcare system with 3,500+ employees and 600+ beds over 25 counties.

OUTCOMES

- Immediate 90% reduction in alerts
- 24/7 Coverage achieved in budget, without adding staff
- Client requesting additional ActZero services

Client Challenge

The technical team was wasting valuable time mining through the 40k+ monthly alerts they were receiving from their SIEM. Moreover, this team was only sourced to cover normal business hours, leaving gaps after hours and weekends.

The budget would not support hiring specialized staff to support all of their tools and the coverage gaps.

Since they had a lack of visibility across their siloed tools, it created a lack of confidence in the multiple solutions that were deployed.

ActZero Managed Detection and Response

Better Endpoint Efficacy

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

24/7 Coverage

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.

Blocking Ransomware

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

Ongoing Guidance

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

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