

# CASE STUDY CYBER SECURITY

Resourcive empowers a recently merged company, with a global presence, to **enhance their security posture.**

## CLIENT IMPACT

**55%**

DISCOUNT OFF OF LIST PRICE

**MDR**

FULLY MANAGED DETECTION & RESPONSE SOLUTION

**SOC**

OUTSOURCED SECURITY OPERATIONS CENTER (SOC)

**ZERO**

AMOUNT OF SECURITY INCIDENTS INTERNAL RESOURCES ARE DIRECTLY RESPONSIBLE FOR RESPONDING TO

**24x7**

LOG INGESTION, IMMEDIATE RESPONSE AND REMEDIATION FOR ALL ENDPOINTS AND SERVERS



# PROJECT SUMMARY

CLIENT PROFILE	SCOPE
<ul style="list-style-type: none"> <li>• <b>Industry:</b> Chemical Manufacturing</li> <li>• <b>Revenue:</b> \$50-250m</li> <li>• <b>Geography:</b> Global</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Workstream:</b> Cyber Security</li> <li>• <b>Locations:</b> 15</li> <li>• <b>Employees:</b> 350</li> </ul>
GOALS	
<ul style="list-style-type: none"> <li>• <b>Outsourced SOC:</b> Replace self-managed endpoint security platform</li> <li>• <b>Managed Vulnerability Scanning Service:</b> To identify vulnerabilities across infrastructure</li> <li>• <b>Maintain Separate IT Infrastructures:</b> Source solution that could be deployed separately to the two businesses</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Alert Fatigue:</b> Address alert fatigue associated with current self-managed platform</li> <li>• <b>Vendor Selection:</b> Support in identifying and qualifying providers for their business requirements</li> </ul>

## SYNOPSIS

Following a merger in 2021 between a leading U.S. -based distributor and value-added service provider of specialty ingredients with a leading global distributor of high-quality flavor and fragrance ingredients and compounds, Resourcive engaged with the new company to holistically review their IT and technology spend.

Upon the successful completion of a corporate mobility project, [Client] sought the expertise of Resourcive's Cyber Security practice to explore Managed Detection & Response (MDR) platforms to enhance the security posture of the newly merged company.

[Client] possessed a pre-existing endpoint detection platform, yet lacked the ability to consolidate log management or provide round-the-clock response and remediation capabilities. Furthermore, the self-managed nature of the endpoint detection

platform posed challenges for internal management, often resulting in "alert fatigue" as internal IT resources were redirected to handle security-related tasks.

Although the newly merged company had the necessary scale to justify a complete Security Operations Center (SOC), they acknowledged that the difficulties and expenses associated with recruiting, staffing, and retaining skilled security professionals were too burdensome.

Resourcive collaborated closely with [Client] to develop customized business requirements, encompassing the management and deployment of two distinct environments (with separate infrastructures), support for the existing technology stack, and the delivery of a comprehensive managed solution capable of monitoring and promptly responding to security events.

## SYNOPSIS CONT.

With Resourcive's extensive knowledge of the market, deep subject matter expertise, and diverse portfolio of providers, they swiftly identified 15 top-tier vendors capable of fulfilling [Client]'s requirements. Through close collaboration with Resourcive's team, [Client] confidently narrowed down the selection to four MDR providers, initiating a robust and highly competitive vendor selection process that greatly benefited [Client]'s business.

Ultimately, [Client] was able to secure an impressive volume discount of 55% off the list price. This discount far surpassed what would have been possible if [Client] had pursued the solution independently, considering their decision to maintain

separate IT infrastructure environments. Resourcive's guidance and expertise allowed [Client] to achieve significant cost savings while still meeting their unique needs.

Following contract execution, Resourcive continues to provide comprehensive support to [Client] in implementing the new solution. Our dedicated implementation team provides project management support and acts as a liaison between the MDR provider's pre-sales and account executive teams, making certain that the solution is effectively implemented and fully functional according to agreed upon terms and conditions.



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