

Successful Financial Management Company Uses Truefort to Simplify and Improve Its Acquisition Process

TrueFort's Relationship-first Approach to Integration and Deployment Helps our Wealth Management Client Integrate Acquisitions Efficiently

Optimizing infrastructure integration is critical

Our client is a wealth management firm that frequently acquires other organizations. Integrating and consolidating acquired infrastructures into their own is a critical part of this process, and an ongoing challenge. No two organizations are the same. Each of the acquired groups consisted of multiple branch offices with different applications and infrastructures. Gaining an understanding of the who, what, where, and when is critical to consolidating. TrueFort worked with this client to solve visibility concerns and discover and understand the applications, workloads, and user interactions in the systems they acquired. The TrueFort Platform shows who is communicating to what, when and determines if the services they are running are interacting correctly. We also help this client to address threats at the application layer, rather than just the network layer and endpoints.

“TrueFort Platform informs the client who is communicating to what and when and helps them discover and understand the applications, workloads, and user interactions in the systems they acquired.”

TrueFort delivers insight into how newly acquired systems communicate

Our client's main challenge is integrating the diverse, unique array of systems and services that acquired companies use into their own infrastructure. Without having the institutional knowledge that acquired companies' infrastructure team can provide, our client struggled to figure out how the users, applications and systems communicate and what calls they were making, internally and externally. TrueFort provides the insight they need to gain visibility into applications, workloads, and user interactions they wouldn't have otherwise been able to achieve because of security restrictions on their core infrastructure.

THE CLIENT

Highly successful wealth management client that constantly acquires companies and integrates their infrastructures.

THE CHALLENGE

Getting the information they need to gain visibility into the diverse infrastructures of acquired companies and seamlessly integrate and secure them.

THE SOLUTION

Working with CrowdStrike and TrueFort, our client dramatically simplified and improved the visibility process to quickly gain full insight into outside infrastructures, applications and users.

THE RESULTS

- ▶ Outstanding on-the-fly integration support means our clients have the visibility required for success.
- ▶ TrueFort constantly finds previously undetected workloads to identify potential problems.
- ▶ Reports and analysis from the TrueFort Platform demonstrate the need to continue to commit development cycles to the process.

✔ SUCCESS STORY

TrueFort and CrowdStrike together improve visibility

Our client was already working with CrowdStrike so working with us was a pretty easy call for them considering we are part of the CrowdStrike store. They were using the CrowdStrike agents for Windows systems but needed a solution for Linux which led them to deploy the TrueFort agent. They could cross-load their work between TrueFort and CrowdStrike, and dramatically simplify the visibility process. They needed a solution that could ingest both agent telemetry, consolidate and set rules and policies (baselines) that can be reinforced within the acquired companies. Adding more solutions was not an option. They requested to see the CrowdStrike and TrueFort data through a single UI. As they go through an asset classification exercise, for example, they now don't have to repeat the exercise multiple times. They already had many requests labeled up in CrowdStrike, and TrueFort respects that process.

TrueFort's superior integration support is critical to project success

Our client has reported that TrueFort's integration support staff is truly outstanding. As we explore and provide insight into the unique footprints for all the clients' acquired infrastructures, our integration team is available on-the-fly to ensure that they have the assistance they need to do their job. Right now, trying to match up what they should see for traffic, compared to what they are seeing and verifying the interactions are correct, is a challenge. The admin team says, "The traffic data hasn't been an issue to this point, so everything must be good." We constantly discover previously undetected workloads that could be potential problems. This previously unknown level of insight has enabled them to improve overall visibility every day.

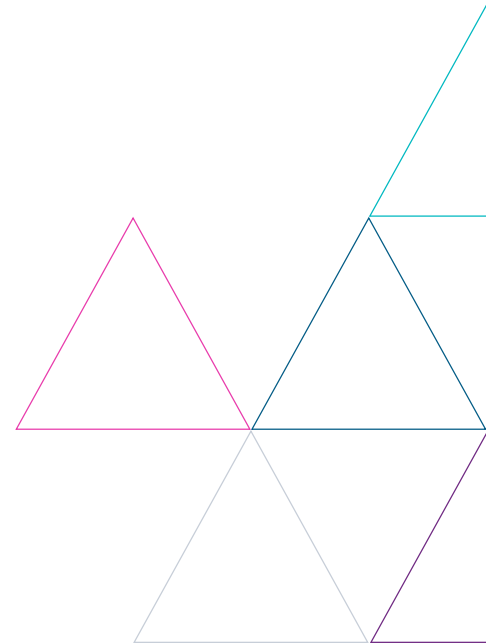
It is important to tell stakeholders what it takes to do the project right

For this client, working with TrueFort has created a huge information gathering project. It has been critical for them to manage stakeholders' expectations, particularly people in the organization that are anxious about results. We ingest the data and display the application workloads, and user interactions in our console so they can analyze it and determine which meet company best practice standards and which do not. By quickly seeing areas of concern, they can set stakeholder expectations and prioritize remediation.

"We provide the insight that our client needs to gain visibility and understanding they likely wouldn't be able to achieve otherwise due to security restrictions on their core internal infrastructure."

"Our client's ability to cross-load their work between TrueFort and CrowdStrike dramatically simplifies the visibility process."

"We constantly discover previously undetected workloads that could be potential problems for this client. This process drives daily improvements in visibility."

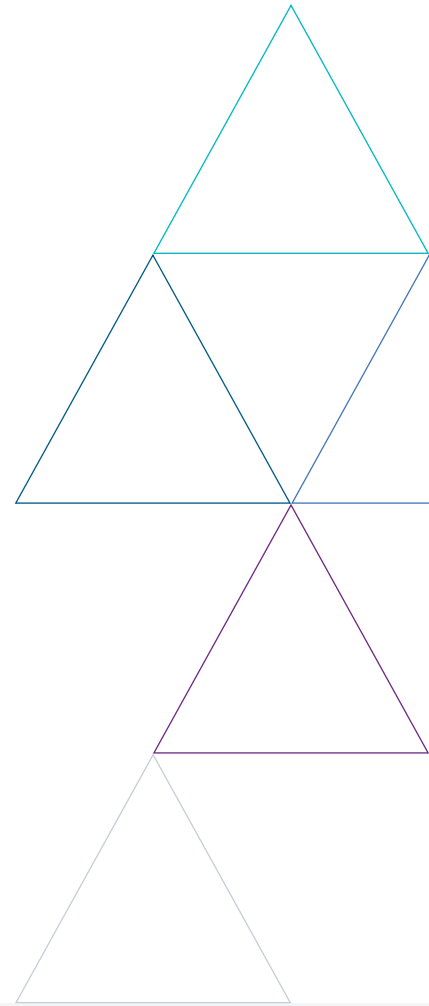
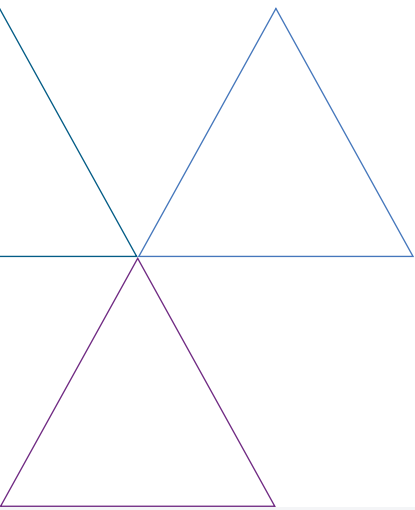


✔ SUCCESS STORY

TrueFort is moving the company to an important baseline point

TrueFort is outstanding at discovering, mapping, and understanding interactions. As we work more with this client and provide them with the continuously improving visibility they need to look critically at even more applications, user interactions, and systems, they can now see beyond a pile of IP addresses and gain actionable insight into what it means. Their biggest challenge is managing internal expectations and getting internal buy-in and support from infrastructure admin and management. They need to be able to explain to key stakeholders what this process is accomplishing while gathering commitment timelines for completion. As our client begins looking at logging and generating reports on the information we provide, they are moving to an important baseline point which will put them on the path to managing all integrations more easily and optimizing the infrastructure acquisition process.

"As our client continues to see the logging and generating reports on the information we provide, they can see what this process is accomplishing for integration optimization."



ABOUT TRUEFORT

TrueFort puts you in control of lateral movement across the data center and cloud. The TrueFort Cloud extends protection beyond network activity by shutting down the abuse of service accounts. Founded by former IT executives from Bank of America and Goldman Sachs, leading global enterprises trust TrueFort to deliver unmatched application environment discovery and microsegmentation for accounts and activity.

Learn how TrueFort can enable zero trust application protection for your organization through microsegmentation and other application-centric controls.

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