Keeping a global biotech business **secure with a tailored SIEM solution**

essextec

GETTING **IT** DONE TOGETHER

Greater **global security enables more focus** on saving lives

OVERVIEW

*Leading the way in life-saving biotherapeutics*

This client is a global leader in the biotherapeutics industry. The firm develops, manufactures, and markets biotherapies used to treat serious and rare conditions such as hemophilia, immune deficiencies, and neurological disorders. Their products are also used in cardiac surgery, organ transplantation, burn treatment, and other vital procedures. In short, their work saves lives and improves quality of life around the world.

Although the company had an internal security team working with their IT department, management realized they needed to consider technological innovations to keep security at peak effectiveness. Additionally, the company recognized that it would make more sense to bring in an experienced partner that could quickly provide the personnel resources and expertise to get the job done—as opposed to the time-consuming and costly process of building more capacity from within.

The client already had a solid relationship with IBM, so when IBM recommended they talk to Essextec about their business risk concerns, Essextec was quickly invited to the table.

CHALLENGE

When data crosses continents, security is a big concern
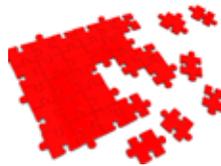
In 2013, the client was looking for an advanced tool that their security team could use to identify threats within the organization's global business infrastructure—and react to those threats swiftly.

"They had identified some minor issues that raised larger concerns about security," notes Nathan Smith, Vice President, Sales and Services Solutions at Essextec

The client needed a technology solution that could seamlessly bring together all the logs from six worldwide locations, so they could easily analyze and identify threats.

Essextec's Business Risk Services team set up a meeting with the client's primary security point person, as well as their CIO and their director of IT infrastructure.

"Essextec sat down with the client for an initial workshop to talk about their security concerns—and to develop a roadmap to address those concerns," Nathan explains. "This is a typical first step for Business Risk Services."

That first workshop brought to light the need for a stronger global security posture and the analytic power to manage evolving worldwide threats. The business has six primary locations, with half located outside the U.S.

> *Essextec's Business Risk Services team put together a solution tailored precisely to the client's needs.*

SOLUTION

A feature-rich platform — and the expertise to make it work

Essextec's Business Risk Services team put together a solution tailored precisely to the client's needs. The proposed solution included the IBM® QRadar® Security Intelligence Platform, which offers security information and event management (SIEM) and other vital security capabilities in a single architecture. The proposed solution also included IBM Managed Services to help continually identify, analyze, and assist in remediation of the alerts and issues identified by QRadar.

By the end of 2013, Essextec developed a proof of concept and began the refinement process that would lead to full implementation. Along the way, the team was able to identify ways to save on software costs for the client.

"In the first proof of concept, we were able to bring the cost down for the client by bringing in all the QRadar licenses for them via the U.S. and then distributing them throughout the organization," Nathan says.

With the client's security team convinced of the value in early 2014, Essextec conducted a second proof of concept for the client to demonstrate to the organization's infrastructure team how the solution could also add value to their broader IT infrastructure needs—without adding significantly to the IT workload.

The second proof of concept had more technical requirements. Not only did Essextec need to demonstrate the intelligence capabilities of the solution, they also needed to demonstrate system compatibility to the client's IT infrastructure group. Further, the client was concerned about ease of use.

Essextec was able to successfully prove that the proposed solution would be simple to use, and all aspects of the solution, from intrusion detection to firewalls to access management, were indeed compatible with their existing systems.

RESULTS

Greater security
Global peace of mind
Experienced support
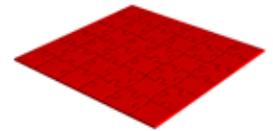
The solution was implemented in May 2014—a year after the initial workshop where Essextec's Business Risk Services team sat down to talk about their needs.

Today, the company has a complete solution for log monitoring and fine-grained forensics of the traffic within the organization. They have the visibility they need into their worldwide traffic. With IBM Managed Services providing support, the firm's existing security team is able to handle their workload and delegate certain tasks without substantial new responsibilities.

Nathan states, "The solution delivered greater global security protection while offering ease of use and the ability to scale up with the client's changing needs."

OUR CLIENTS' SUCCESS IS OUR SUCCESS

Organizations of all sizes and across all industries are discovering the growing importance of connecting IT strategies and solutions with overall business goals and opportunities.

It is critical that the technology environment be dynamic, scalable, highly available, and secure. Whether public or private, for-profit or non-profit, organizations must also ensure the integrity of their data, manage compliance mandates, and continually do more with less.

Our decades of experience, along with our broad portfolio of technology solutions and services, give you the confidence you need to thrive amid today's business demands.

With technology constantly evolving, our risk consultants and certified technical experts stay on top of the latest advances to make sure you can remain competitive. We work with the most respected minds in the technology industry to offer a complete portfolio of solutions. We can help you navigate the ever-increasing demands of your business and the technology that powers it — whether your current challenge is:

> Ensuring the security of globally accessed data
> Managing and protecting your mobile consumers and workforce
> Harnessing your data for sharper, more relevant insights
> Managing governance and regulatory compliance mandates
> Virtualizing and reducing cost

No matter what your current technology challenge, we can help.

Learn more about our solutions and how we are helping businesses such as this global biotherapeutics firm. Visit essextec.com or call our main office at 1-888-519-1518 to learn more or to schedule a consultation.

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