CYBERSECURITY PARTNERSHIP PREPARES ALI FOR BUSINESS GROWTH

ALI partners with GuardSight to rapidly expand cyber expertise

GUARDSIGHT

About GuardSight

- Established in 2009
- Located in Cedar City, Utah
- Clients worldwide in multiple industry verticals
- Specializing in cybersercurity threat detection and response services

Background

Advanced Logic Industries (ALI) is a professional IT services company that works with organizations throughout the Mid-Atlantic to manage and support their IT operations.

IT security is a critical component of today's IT management strategy. To augment its existing expertise, ALI considered the best manner to quickly expand its security practice to include a more robust cyber skillset to its portfolio.

The company specializes in IT projects and managed services — it even has its own data center and infrastructure security expertise.

But it's not a cyber expert. To launch its own cyber division, ALI would need a large capital investment and have to build out a 24/7 manned security operations center. And that's just for starters.

> *Cybersecurity isn't just another service. It's a specialized niche that takes years of training, expertise in particular tools, and certifications. Not to mention 10 to 20 additional staff.*
> — **Eric Thompson, Director of Sales Engineering & Data Center, ALI**

Assessing a Potential Partner

Once ALI realized that building its own cyber practice in house would be too costly and time consuming, it turned its attention to finding the right cybersecurity partner.

Fortunately, ALI met GuardSight while working for the same client. The client first brought on GuardSight as a managed detection and response (MDR) cybersecurity services provider. Soon after, the client hired ALI as a managed services provider (MSP) for the company's IT services.

The client then asked the two companies to partner together.

Here's how it works:

ALI manages the company's physical assets and network infrastructure.

GuardSight handles cybersecurity operations, assessments, and response. Services include a Handler on Duty (HoD) 24/7/365, threat detection and hunting, and reporting.

GuardSight uses various tools to monitor the systems for suspicious activity and then notifies ALI to proactively remediate the threat.

ALI carries out cyber remediation based on input from GuardSight.

This working relationship allowed ALI to assess GuardSight as a potential strategic partner to address the fast-paced and complex world of cybersecurity.

Important Partner Qualities

While working with GuardSight, ALI discovered that the cybersecurity company possessed the qualities it was looking for:

KNOWLEDGE and EXPERTISE

GuardSight provides **actionable intelligence,** a time saver for ALI, which has boots on the ground at the client site to remediate threats. Useful intelligence stems from GuardSight's expertise and knowing what types of activities warrant concern.

RESPONSIVENESS

When dealing with a particularly bad actor, GuardSight escalates beyond the ticketing system and alerts ALI with a phone call. Since GuardSight and ALI have worked together, their client has **not experienced a single moment of downtime**.

PROACTIVE APPROACH

Ideally, vulnerabilities are managed long before they become a problem. The HoD ensures there is a sentry posted around the clock to **monitor suspicious activity.** And biweekly meetings allow the two companies to review findings together, discuss upcoming projects, or go over lessons learned to **continuously improve processes.**

CULTURAL FIT

ALI was also looking for a partner with the right cultural fit. The **can-do attitude** of the GuardSight team and John McGloughlin, GuardSight's CEO, met that requirement. GuardSight's **chain of command** was integral to this approach, because everyone on the team took responsibility and cared about the partnership.

We don't have to wade through white noise or respond to false alarms. When we get alerts from GuardSight, we know they're real. There's a sense of urgency."
**— Eric Thompson,
Director of Sales Engineering
& Data Center, ALI**

A True Partnership

Now that ALI and GuardSight have formalized their relationship into a broader partnership, ALI can do the following:

OFFER CYBERSECURITY AS A SERVICE (CSaaS) FOR FUTURE ENGAGEMENTS

ALI is already in discussions with several government customers and contractors that must meet standards and compliance requirements such as NIST 800-53, NIST 800-171, and CMMC. The GuardSight MDR service provides a crucial component dictated by those compliance standards.

CUSTOMIZE CYBER SOLUTIONS

With GuardSight as a partner, ALI can customize cyber solutions it offers based on the size and type of clients. Not every client needs the same amount of cybersecurity control that a government or healthcare customer might. Clearly, a CsaaS is far more economical and efficient for ALI to deploy in these cases.

" The hybrid relationship between an MDR and an MSP makes ALI a force multiplier. We now have an additional team of cyber experts with a deep pool of knowledge that we never could have staffed and spun up in time to be effective in today's environment. It's a true partnership of equals. "
— Eric Thompson, Director of Sales Engineering & Data Center, ALI

What We Do
GuardSight is a cybersecurity-as-a-service provider that helps businesses guard their critical assets, data and reputation via:

• Cybersecurity Operations
• Cybersecurity Assessments
• Cybersecurity Response
• Cybersecurity Consulting

**Need a cyber expert to guard your critical assets?
Contact GuardSight today.**

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