



How a Global Media Company Achieves More with Less Using SecureVue from eIQnetworks

Case Study

SecureVue from eIQnetworks delivers enterprise-grade SIEM, file integrity monitoring, and comprehensive compliance reporting to this global media company - all at the lowest cost.

“Our ability to leverage SecureVue to lower costs while increasing security visibility turned heads.”

- Media Company CSO

Challenge

A multi-billion dollar trusted household name in the media industry, this eIQnetworks customer maintains a strong presence in both traditional print and electronic publishing. Their Internet-based media outlets alone generate over 40 million unique visitors per month. Seeking to consolidate multiple information security tools into a single platform, improve their ability to report on compliance, and increase the productivity of their information security staff, this customer sought a single, unified solution with the advanced capabilities to meet these complex needs.

Solution

Initially, the customer focused on evaluating first-generation SIEM products, such as Arcsight ESM and RSA EnVision. Unfortunately, the limited capabilities of these products, coupled with substantial price points and expensive professional services requirements made it clear to the organization that a new approach was required.

After an evaluation process that included an on-site proof-of-concept (POC), the customer selected SecureVue from eIQnetworks as their enterprise security monitoring platform of choice. A number of factors were part of the decision to select SecureVue, including a broad range of out-of-box support for operating systems, network and security devices, applications and databases. In addition, the customer was impressed with SecureVue's ability to go far beyond the log-based data that hamstrings SIEM tools, by including native collection of asset and configuration data, network traffic analysis, system performance metrics, native file integrity monitoring, and more. Most importantly, SecureVue's low total cost of ownership coupled with the efficiency it provides the customer's security team, was a major selling point. As the customer's Chief Security Officer (CSO) stated, "Our ability to leverage SecureVue to lower costs while increasing security visibility turned heads."

Benefits

SecureVue from eIQnetworks provides a unique set of benefits to this global media company, including:

- **Consolidation of Existing Security Tools.** The customer was already a user of security point products including HP OpenView (for network monitoring), Tripwire (for FIM), and Arcsight (for SIEM) when they purchased SecureVue. Because SecureVue offers such a wide range of security monitoring capabilities in a single solution - including native FIM - one of the immediate benefits of deploying SecureVue was the ability to replace separate licensing and maintenance fees for these products with a single SecureVue license. "We were paying a tremendous amount of money to Tripwire," said the CISO, "We were able to eliminate that cost with the stroke of a pen."
- **Low Total Cost of Ownership (TCO).** Like many industries, the media and publishing industry is in a state of tremendous upheaval. Costs must be contained, but at the same time, information must be protected. SecureVue provided this customer with a reasonably priced platform that didn't require extensive and costly professional services, while providing high-value benefits including the ability to replace redundant tools, resulting in even further cost savings.

“We’re now growing into the full power of everything SecureVue can do; we’re increasing its use across the board.”

“We were paying a tremendous amount of money to Tripwire; we were able to eliminate that cost with the stroke of a pen.”

“SecureVue is a no-brainer – I now have a single view of non-compliance, and a means of real-time validation of vulnerabilities.”

- **Increased Visibility.** Unlike traditional security point tools that focus on one aspect or type of security data, such as SIEM (log data), CMDB (asset and configuration data), performance monitoring, and FIM, SecureVue combines these capabilities and others into a single view of all security information across the enterprise. "We're now growing into the full power of everything SecureVue can do; we're increasing its use across the board", said the CSO.
- **Comprehensive Compliance Reporting.** As a Tier-1 merchant, eIQnetworks' customer processes thousands of cardholder transactions daily, and must comply with the PCI DSS standard. Coupled with being a publicly-held company - which means its financial systems must also comply with SOX - the organization has extensive compliance requirements. In addition to detailed, comprehensive compliance reports available out-of-box, the customer leverages the tremendous amount of technical data available in SecureVue to support IT GRC applications such as EMC Archer. Using this model, the customer has a seamless way of reporting on the entire information security program, including the detailed, real-time systems data to back up policy, risk, and other aspects of IT GRC. "It's a no-brainer," said the CSO, "I now have a single view of non-compliance, and a means of real-time validation of vulnerabilities."
- **Increased Personnel Efficiency.** Like many organizations, eIQnetworks' customer has a limited number of information security personnel, who increasingly assume a greater number of tasks and capabilities over time. By standardizing on a single console, the customer's security analysts are able to more clearly focus on the "Big Picture" of security events and changes across the enterprise. In addition, because multiple people know how to use the SecureVue console, single points of failure are eliminated in the event that a staff member is no longer available to administer or use one of the many point tools that were previously used across the environment.

Summary

While this global media company initially focused on replacing traditional SIEM tools at a lower price, they quickly discovered that SecureVue from eIQnetworks can do so much more. By providing consolidation of redundant security technologies, eliminating gaps in security visibility, and establishing complete, comprehensive metrics for compliance, SecureVue provides this customer with a single, unified platform that truly allows them to do more with less.

eIQnetworks' SecureVue benefits this customer and others through:

- Lower Total Cost of Ownership
- Multi-Tool Functionality in a Single Platform
- Consolidated Views of All Security and Compliance Data
- Reduction in Staff Required for Security and Compliance Operations

Want to know how SecureVue from eIQnetworks can help you? Contact us at +1 877.564.7787 or email sales@eIQnetworks.com to learn more.



eIQnetworks
31 Nagog Park
Acton, MA 01720
t. +1 978.266.9933
f. +1 978.266.0004
www.eIQnetworks.com