

Virtualitics' Cyvatar Story: Leveraging Cybersecurity to Gain SOC2 and Secure a Remote Workforce




Virtualitics' Cybersecurity Goals

- Rapidly achieving cyber maturity
- Fully secure handling and maintenance of sensitive client data
- Demonstrable compliance with all international regulations
- Maintain minimal IT/Security in-house overhead
- Meeting a fast-tracked SOC 2
- Secure a remote workforce
- Continuous, automated, worry-free cybersecurity program

LOCATION:

Pasadena, CA

INDUSTRY:

-  Consulting
-  Advanced Technology
-  Analytics & Data Science

CYVATAR SOLUTIONS:

- Secure Endpoint Management
- Cloud SaaS Management
- IT Asset Management
- Identity Access Management
- Managed Security Orchestration Automation and Response

Virtualitics – Compliance and Security Are Essential to Growth

As providers of advanced analytics for the enterprise, Virtualitics provides decision support that their customers can trust. Its AI-driven platform ingests customer data and yields insights that are easy to understand, interpret, and work with – by both data analysts and business stakeholders alike.

From its formation in 2015, Virtualitics has experienced rapid growth that has been driven both by the quality of its data-driven insights, and through its uniquely usable platform and approach, which bridges the gap between data science and business outcomes.

Virtualitics delivers decision support recommendations that are transparently derived, which engenders trust and helps drive adoption of its recommendations throughout client organizations.

This “down to earth” decision support stands in sharp contrast to the “black box” approach of most AI companies, where customers have little or no visibility into how or why recommendations are made, or even into how their data is handled and fundamentally incorporated into the analysis process.

“With explainable AI, you can adopt a responsible approach to AI-driven decisions and business strategy development,” said Virtualitics CISO Alfred Valerio.

It comes as no surprise to its Federal and commercial sector clients that the esteemed Gartner Group has named Virtualitics as a Cool Vendor Award honoree.

Process transparency and platform usability are integral to its rapid-paced growth, but it's Virtualitics steadfast commitment to securing its customer's sensitive data and meeting the most stringent compliance requirements that have driven the company's growth and secured its place as a highly trusted partner to its clients.

Trust Begins with Data Security

CISO Alfred Valerio said: “Compliance with US Department of Defense (DoD) security and regulatory requirements was a high priority, both from a contractual and a foundational perspective. Some of our main public sector customers are within or associated with the DoD, and compliance and security are absolutely mandatory.”

“The DoD’s security goals are fully compatible with or overlap in many ways with those of the commercial sector: protecting and securing large pools of sensitive data - at rest, in transit or in use – and mitigating the risks of handling that data to the fullest extent feasibly achievable.”

“The focus of the cybersecurity program was in full support of the board and the C-suite.”

That support at the top levels is something that CIOs and CISOs in most start-ups don’t normally experience, and have to work hard to develop. The Virtualitics executives and board fully understood the risks, and put in place all necessary resources for compliance and cybersecurity as their business grew.

Valerio notes that he had to rearchitect the cybersecurity program, and had to get security and compliance infrastructures and programs up and running fast. The goal was getting Virtualitics cyber secured in the shortest possible time frame. It was up to Valerio to decide the smartest and most cost-effective approach to get it done.

The Cyvatar Advantage – Automated, Reliable Security and Compliance

Valerio had led cybersecurity programs and teams for 15 years, and fully understood the growth phases and likely road bumps. With a firm grasp of what works and what usually doesn’t, Cyvatar’s cybersecurity-as-a-service included all the components he needed to lay a proper security foundation and set Virtualitics up for success. Instead of a hefty budget and long recruitment timelines, Cyvatar’s all-inclusive offering of security experts, solutions, and strategy was both attractive and fast.

“MSSPs are extremely narrow on services they provide. A good number of the

things that a cybersecurity program must accomplish - such as tracking assets, managing detection and response, and providing cyber awareness training – are either sold piecemeal or aren’t included. Cyvatar offered a more holistic approach, and the tools were a lot better and very aligned with our aggressive security and SOC2 Type 2 compliance achievement goals.”

Like most senior security professionals, Valerio was focused on moving to the cloud and the introduction of new levels of risks and security challenges that cloud migration entails.



With Cyvatar, I was able to get insights almost immediately on things we were exposed to. From a continuous and constant vulnerability analysis, they provide 24/7/365 coverage, and once we got to maintenance mode, Cyvatar was able to detect vulns and remediate them within 24 hours. That’s new in my experience—I’ve never before seen such comprehensive and rapid remediation.

ALFRED VALERIO
CISO, VIRTUALITICS





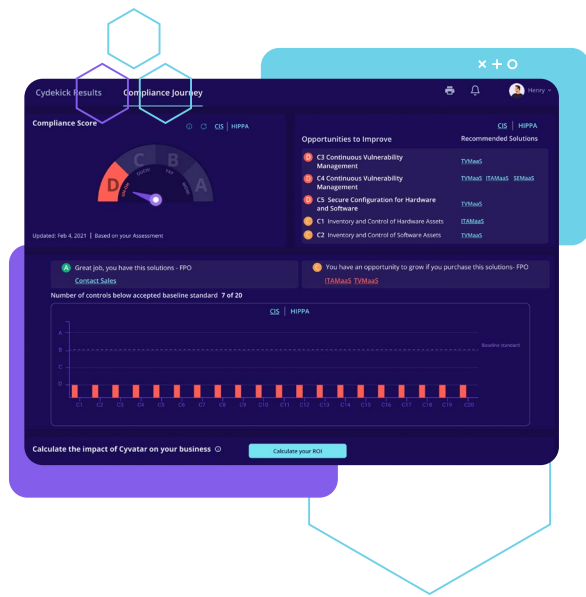
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It was a no brainer for Virtualitics to become a member, with their subscription including the following security solutions:

- **Secure Endpoint Management**, a fully managed AI-based antivirus solution to proactively secure endpoints from malware attacks and move them to a preventative state so that it blocks malware attacks before they can execute, as opposed to detect and respond. This is combined with 24/7/365 monitoring for attacks by a Managed Detection and Response service.
- **Cloud Security SaaS Management** for the visibility to detect and investigate breaches, uncover insider threats, and secure the most commonly used SaaS applications like Salesforce, Zoom, Office 365, AWS, Slack, G-Suite, Azure and more.
- **Managed Security Orchestration, Automation, and Response**, the collection of security software solutions that collects data from a variety of sources. Through the combination of machine learning, AI, and a human element, the data is analyzed to understand and prioritize security-related incident responses.
- **IT Asset Management** provides a clear, comprehensive asset inventory in a cloud-managed solution. It integrates with over two hundred security and management solutions to discover assets and provide contextual information about each asset, and identifies and helps remediate security coverage gaps.
- **Identity Access Management** ensures the right users have the appropriate access to technologies and proactively protects Virtualitics and its clients.

Business and Security Outcomes

- **SOC2 Type 2 Compliance Achieved in Three Months:** Cyvatar enabled Virtualitics to achieve cybersecurity program maturity and meet demanding DoD compliance requirements and stringent multinational commercial sector regulatory mandates in, according to Valerio, record time, and closed many security gaps.



- **Ongoing Business Growth:** Cyvatar services scale readily to support Virtualitics growth while keeping its cybersecurity team overhead low – to a staff of just three including Valerio. The company started with fewer than 30 employees, two years later has approximately 70 employees, and foresees continued growth.
- **Securing a Remote Workforce:** Virtualitics' growth accelerated during the chaotic conditions that arose as a result of the Covid-19 pandemic, including working from home, shifting client needs, and the chaotic economic backdrop. "With only three on the security team including myself, a system administrator and a security analyst, we were able to protect our employees and clients while accommodating continuous change, as well as the Pandemic-driven uptick in urgent decision support requests from many of our clients," Valerio said. He also noted that with the infrastructure and programs in place, Cyvatar will continue to support Virtualitics growth and help navigate it through the unexpected.
- **Earn and Keep Customer Trust:** "Our clients provide sensitive data so that we can derive clear answers out of complexity. Their faith in our security is well founded, and their trust is our most important business asset."

Valerio said: "Our AI models are explainable, and deliver transparency that puts insight into action to mitigating our clients' risks. And that's also exactly what Cyvatar does for us."



Cyvatar is committed to effortless cybersecurity for everyone. As the industry's first subscription-based, cybersecurity-as-a-service (CSaaS) company, it's our mission to transform the way the security industry builds, sells, and supports cyber solutions. We empower our members to achieve successful outcomes by providing expert practitioners, market-leading technologies, and proven best practices to guarantee business results. Our approach is rooted in a proprietary ICARM (installation, configuration, assessment, remediation, maintenance) methodology that delivers measurable security solutions for superior compliance and cyber-attack prevention, all bundled into a fixed monthly subscription that members can cancel anytime. Cyvatar is headquartered in Irvine, California, with locations around the world. Begin your journey to security confidence at cyvatar.ai and follow us on social media.

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