FIREEYE™

Major Manufacturer Tightens Its Cyber Defenses With FireEye

FACTS AT A GLANCE

INDUSTRY

Manufacturing

SOLUTIONS

- FireEye Network Security
- FireEye Endpoint Security
- FireEye Email Threat Prevention – Cloud Edition

BENEFITS

- Real-time evidence of issues
- Low operational overhead
- Comprehensive Protection

CUSTOMER PROFILE

The company serves customers in aerospace, aircraft, automotive, electronics, food, medical, military, and recreational industries by providing manufacture of custom-made screws and machine products.

The manufacturer has always been a forward-thinking organization, from the design of its 90,000-square-foot headquarters to the implementation of an advanced cyber security solution. "When we were looking to boost our security, it wasn't because we were reacting to a problem. We were being proactive so that something wouldn't happen," said the IT director.

Beyond Firewalls and Antivirus Solutions

As with many businesses, the manufacturer started out with firewalls and antivirus software. But the IT director and other company executives became concerned about the growing number of cyber breaches across industries. They decided a deep analysis of cyber security solutions was needed to ensure the company had the most effective, up-to-date defenses.

"Our primary goal in terms of security is protecting intellectual property," said the IT director. "The challenge is the unknown—the adversaries or cyber terrorists who may be out there, ready to cause trouble and disrupt any business including ours."

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— **IT Director,** Manufacturer

In 2015, the IT Director looked at a variety of solutions, "I assessed about 10 different technologies from companies including Bit9, BeyondTrust, Trusteer and Tenable Network Security." After careful evaluation, he selected three FireEye products to boost defenses: FireEye Network Security, for its network, FireEye Endpoint Security, for managing its client computers, and FireEye Email Threat Prevention Cloud. "We got rid of our Microsoft Exchange Server several years ago and went with a cloud solution for email, so ETP matched up well."

Protection and Visibility

"Comprehensive protection and visibility were major factors in the purchasing decision. The idea was to find a solution that could not only protect against advanced known threats but also help us see and fight against the emerging ones—to complement and go beyond the capabilities of firewalls and antivirus software.

"FireEye lets us see into what's happening out there and in our network," said the IT director, and the FireEye solution provides an accurate view. The legacy firewall identifies a high percentage of false positives. With the FireEye solution, we're not getting false positives. The FireEye results are extremely trustworthy."

According to the IT director, an important part of the FireEye advantage is the ability to manage and grade an issue. "Often, management thinks any virus is almost the end of the world. With FireEye, I can bring real evidence to display about the nature of the issue and that we've been able to manage and contain it. Making all of those unknowns known quickly helps to take the pressure down for everybody in the organization."

The complexity of cyber security solutions also played a prominent role in the manufacturer's purchasing decision. The company has a small IT staff. The IT director wanted a solution that, in his words, "wouldn't impact performance." It had to offer straightforward technology that didn't require a significant amount of training to operate

or time to maintain. He determined that many non-FireEye solutions were too complex for his environment. "They would have required staff increases and added responsibilities just to keep the protection going."

The Job Done, and Done Right

On the other hand, the FireEye solution, "struck a great chord with us. It looked like something that would just get the job done, do it right and allow us to have a minimum of effort managing the system." To confirm his opinion, he conducted reference checks with FireEye customers. "One of the customers' most significant findings was that the overhead for running FireEye technology was fairly low. It's been designed right—right for today and the future."

In his market analysis, the IT director determined many of the cyber security companies appeared to be resting on their laurels with "continuous improvement" being nothing more than just light, incremental changes.

But the IT director sees FireEye as different. "It's a progressive company. FireEye is making the significant investment in major updates on a regular basis to ensure its products can respond to new, previously unknown events in the future."

Technology and consulting

Another unique advantage that influenced the manufacturer's choice of cyber security partners was its FireEye Mandiant offerings, which include world-renown incident response and assessment services. "We don't know what might happen in the future," said the IT director. "But if we do experience an extreme event, it's comforting to know we won't have to start all over again with an outside consultant, doing all the initial legwork. We can call FireEye Mandiant consultants who are already familiar with our toolset, to provide the quickest response and effectively address the situation."

A Restful Future

All those FireEye advantages have made it possible for the IT director to do something he was not able to accomplish

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in the past: "Sleep at night. That's the biggest value," he said. "I was looking for an advanced solution that could put the cyber security issue effectively to bed. And I found it. It enables us to focus our efforts and thoughts on our business. Truly, FireEye has exceeded my expectations and reset my goals for the future."

To learn more about FireEye, visit: **www.FireEye.com**

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About FireEye, Inc.
FireEye is the intelligence-led security company. Working as a seamless, scalable extension of customer security operations, FireEye offers a single platform that blends innovative security technologies, nation-state grade threat intelligence, and world-renowned Mandiant® consulting. With this approach, FireEye eliminates the complexity and burden of cyber security for organizations struggling to prepare for, prevent and respond to cyber attacks.