Blackswan Cybersecurity Adds Stellar Cyber as a Strategic Partner in its Fight Against Cyber Threats

After extensive research, product testing, and critical evaluation by their technical teams, Blackswan chose Stellar Cyber Open XDR Platform to expand its MDR capabilities and spearhead its critical breach response protocol due to its quick deployment, multi-environment usability, and adaptability.

BLACKSWAN CYBERSECURITY

"The Stellar Cyber Open XDR Platform allows us to quickly react when an organization with an active security incident reaches out to us. Within hours we can begin diagnosing the issue and take corrective actions."

– Chris Roach, COO, Blackswan Cybersecurity

BEFORE

Time-Consuming Deployment

The legacy platform could not be used for IR. Blackswan relied on partners to deploy their technologies to obtain visibility and actionable IR capabilities.

Limited Availability of Integrations

Blackswan's legacy platform offered limited integrations to 3rd party products and slow response times, making it costly, unreliable, and restrictive when trying to on-board specific clients.

Lack of MSSP Focus

The legacy tool was not explicitly designed for MSSPs, meaning the flexibility/adaptability Blackswan needed was missing or only partially available.

WITH STELLAR CYBER

Fast Deployment

With close client coordination, Blackswan can deploy Stellar Cyber within the critical first day of an incident.

Hundreds of Integrations Available Out-of-the-Box

Blackswan's IR team can now quickly connect to almost any data source to build effective visibility of the client's environment.

MSSP Expertise in-House

Stellar Cyber's extensive catalog 3rd party integrations and swift responsiveness to platform issues and engineering/integration requests allows Blackswan to deploy new customers faster than ever before.

"Missing out on business because our legacy platform could not deploy quick enough and did not always integrate with client technologies makes it tough when you are trying to provide incident response support to a client on their worst day. Now, with Stellar Cyber, I am more confident in our incident response capabilities and Blackswan's success in supporting clients when they need us most."

– Mike Saylor, CEO, Blackswan Cybersecurity

Blackswan Cybersecurity is a leader in fit-for-purpose cybersecurity solutions delivering risk identification, mitigation, and remediation services.

Blackswan's **Cyber Fusion Center (CFC)** provides:

- Multiple full-scale cybersecurity disciplines under one roof
- Access to real-time dashboards, reporting, and cybersecurity experts around the clock (24/7/365)
- Continuous, US-based, eyes-on-glass monitoring, detection, and response.

Blackswan helps companies identify the proper safeguards to protect their data assets and outperform cybersecurity compliance requirements by offering a customizable, comprehensive suite of skills, capabilities, and services.

These services range from comprehensive 24/7/365 managed security services (SOC-as-a-service), assessment-level gap analysis, vulnerability identification and remediation, incident and breach response, user awareness training, GRC assessments and analysis, and virtual CISO services.

The Problem

> "We needed a partner that could provide quick deployment, integration with multiple devices, MSSP focused, and deliver top-tier support. That partner is Stellar Cyber."
>
> *– Mike Saylor, CEO, Blackswan Cybersecurity*

As part of ongoing continuous improvement initiatives, Blackswan evaluated multiple alternative security monitoring solutions that might improve Blackswan's ability to service clients. Over several months, Blackswan's CFC team identified Stellar Cyber as part of a short list of solution providers that might meet their needs.

Blackswan engaged Stellar Cyber to conduct a proof of concept. To begin, Stellar Cyber provided an environment for Blackswan to evaluate where their engineers and analysts ran several threat scenarios testing:

- Alerting capabilities
- Console and user interface
- Assessing existing integration capabilities.

After completing the POC, Blackswan valued that Stellar Cyber is wholly US-based and US-supported, and the Stellar leadership team proved to be as responsive, collaborative, and innovative as their platform.

How Stellar Cyber Works

Stellar Cyber automatically normalizes and enriches data from every sensor and security tool upon ingestion into the platform. Then the AI and machine learning engines automatically evaluate and group related alerts and identify new threats based on abnormal user and asset behaviors, producing a prioritized list of incidents, with appropriate context, on the platform's intuitive user console. Then using pre-defined or ad-hoc playbooks, security analysts can complete AI-driven investigations on the platform, taking remediation actions that eliminate the threats.

The Results

Stellar Cyber's practicality and adaptability built into the platform enabled Blackswan to react quickly during crises. For example, when a government agency notified a Blackswan client that file signatures related to ransomware were detected in their environment, Blackswan took decisive action with Stellar Cyber.

Blackswan quickly stood up Stellar Cyber sensors in the client's environment to begin data ingestion and signature review. This rapid response allowed the client and Blackswan's Cyber Fusion Center to view the environment within a matter of hours.

Blackswan plans to continue to grow its security service offerings, taking advantage of the hundreds of pre-built integrations available in Stellar Cyber. This approach empowers BlackSwan's Cyber Fusion Center to be effective and timely in providing their 24x7 Monitor, Detect, and Response (MDR) services.

> "After integration with the client's major data sources, we narrowed down the infected servers and endpoints to have them remediated and identify the root cause of the infection. Stellar Cyber made this swift response possible."
>
> *– Mike Saylor, CEO, Blackswan Cybersecurity*