



Protecting Mid-Market Automotive Dealerships with Blackswan Cybersecurity & Stellar Cyber Open XDR

Automotive dealerships are increasingly becoming prime targets for cyberattacks. With **15% of all dealerships already breached**, the auto industry faces growing risks from hackers exploiting outdated technology, untrained staff, and unsecured financial and personal data. Despite handling sensitive customer information, most dealerships operate as **mid-market businesses with limited cybersecurity budgets and IT resources**. **Blackswan Cybersecurity**, in partnership with **Stellar Cyber Open XDR**, delivers an enterprise-level security solution tailored to the needs and budgets of mid-market dealerships.



One Partner » One Phone Call » One Solution
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Overview

"We chose Stellar because it wasn't just another monitoring company, it's full lifecycle from services, pen testing, and responding to hacks and threats, as well as litigation support..."

Dr. Mike Saylor, CEO, Blackswan Cybersecurity

The Cybersecurity Challenge for Mid-Market Dealerships

Auto dealerships face unique cybersecurity risks, including:

- **Aging Technology:** Many dealerships rely on outdated IT systems no longer supported by manufacturers.
- **Limited IT & Cyber Expertise:** Small IT teams must juggle multiple responsibilities, making it difficult to stay ahead of cyber threats.
- **Human Error:** 85% of dealership breaches originate from email phishing attacks due to low employee awareness.
- **Financial & Legal Risks:** Cyberattacks can lead to FTC fines (up to \$45K per infraction), lawsuits, reputational damage, and even the loss of credit card processing capabilities.

As cybercrime becomes a **\$9.5 trillion global industry**, fueled by organized crime syndicates and state-backed cyberterrorists, dealerships need **a security solution that is both powerful and cost-effective.**

The Solution: Blackswan Cybersecurity & Stellar Cyber Open XDR

To address these challenges, **Blackswan Cybersecurity** partners with **Stellar Cyber's Open XDR** platform to offer an integrated, AI-driven security solution designed for mid-market dealerships.

Why Dealerships Choose Us:

- **Enterprise-Level Protection at a Mid-Market Price:** Blackswan provides FTC compliance at a low monthly cost per employee, making advanced security affordable.
- **Comprehensive Threat Detection & Response:** Stellar Cyber's platform consolidates **SIEM, NDR, XDR, and AI-driven analytics** into one easy-to-manage system.
- **Seamless Implementation & 24/7 Support:** Unlike traditional security vendors, **Blackswan and Stellar Cyber work as an extension of the dealership's team**, providing hands-on guidance and continuous monitoring.



Real-World Impact: Jerry Durant Auto Group

"Stellar has taken a very complicated and deep subject and made it easy for a system admin like me to manage the infrastructure and protect against threats."

Russell Haile, IT Director, Jerry Durant Auto Group

For Russell Haile, IT Director at Jerry's Chevrolet in Weatherford,

TX, managing cybersecurity on a mid-market budget has been an ongoing challenge. With a **small IT team supporting 350 employees**, Haile needed a **cost-effective, easy-to-manage solution** that wouldn't overwhelm his staff.

By partnering with Blackswan Cybersecurity and implementing Stellar Cyber's Open XDR platform, Jerry Durant Auto Group achieved:

- **Faster Threat Detection:** Automated threat analysis reduced response times and minimized attack risks.
- **Simplified Security Management:** Haile's small IT team could now oversee cybersecurity operations efficiently without additional staff.
- **Stronger Compliance & Customer Trust:** Proactive security measures ensured FTC compliance and enhanced customer confidence in data protection.

Conclusion

Blackswan Cybersecurity and Stellar Cyber provide **mid-market auto dealerships** with a **low-cost, one-stop cybersecurity solution** that meets **FTC compliance, protects sensitive customer data**, and **strengthens defenses** against growing cyber threats. For IT leaders like Russell Haile at Jerry Durant Auto Group, this partnership means enterprise-level security without the complexity or cost of traditional solutions. With Stellar and Blackswan, mid-sized dealerships can direct their focus to selling cars with **peace of mind that their business and customers are secure**.

The Blackswan and Stellar Advantage

- **Native NDR & Sensors** - Stellar Cyber enables organizations to push their security capabilities to the edge of their networks, decreasing MTTD and MTTR via physical and virtual sensors and its native NDR capabilities.
- **Multi-Tier Architecture** - For Enterprises with segmented environments, the Stellar Cyber architecture ensures individual customers/entity data integrity.
- **Automated Correlation** - Using purpose-built deep learning (ML) models and curated correlation rules, Stellar Cyber automatically correlates related alerts and logs to generate investigation-ready incidents driving a significant increase in security analyst productivity.
- **Simple No Surprises Licensing** - Stellar Cyber sells all features and functionality under a single license with no hidden fees or surprise upgrade charges making budgeting easy for security decision-makers.
- **All-In Partnership** - Blackswan is committed to working with every customer to get the security outcomes they need throughout the relationship.
- **Rapid Deployment Capabilities** - Blackswan can deploy the Stellar Cyber platform in as quickly as one day. If your technology teams are available to support the deployment of on-premise virtual machines, firewall changes, and API authentications - Blackswan could be monitoring and protecting your environment before the end of day one.