

# RELIAQUEST GREYMATTER: THE EXPONENTIAL MULTIPLIER FOR SECURITY TEAMS IN FINANCIAL SERVICES



## Challenges

- Antiquated architecture, tooling, and processes methodologies
- Team not trained or able to capitalize on tool capability
- Increased business risk due to limited visibility
- No understanding of security posture, poor ability to measure impact of detection, investigation, and response capability
- Gaps in process resulting in fragmented data, overlapping technology functions

## Solution

- Centralized visibility across the attack surface and a unified platform to view relevant incident data for investigations
- Detection content mapped to the Kill Chain® and MITRE ATT&CK® frameworks, enriched with relevant context and threat intelligence
- Automation playbooks and threat hunting packages, pre-built and validated to speed implementation and response
- Reliable metrics that baseline visibility, tool efficacy and team performance; actionable reporting to continuously mature

## Results<sup>1</sup>

- High ROI: 350% return on investment in three years with a < 6-month payback period
- Empowered security teams: 90% reduction in false-positives and 50% faster mean time to response (MTTR)
- Better security posture: 20% lower likelihood of suffering a breach

<sup>1</sup> The Total Economic Impact of ReliaQuest, Forrester, 2021.

# The Story

## Are we reducing risk? Are we investing in the right areas?

As a security professional, these are two key questions that you might be asking yourself as you try to plan for the next budget season or an upcoming board meeting.

For one CISO, it wasn't until he found ReliaQuest GreyMatter when he could finally answer "Yes" to both questions with confidence.

### Imagine this:

A lean security team overwhelmed by low-value activities, struggling to manage and maintain a complex technology environment. Competing technologies, not optimized or integrated properly, resulting in poor visibility and unrecognized ROI. Not to mention, apparent gaps in visibility but lacking an effective way to show it.

Previous approaches were not working, and in some cases, introduced even more risk to the business. Ripping and replacing an entire technology stack was not an option...this CISO needed to get more from his existing tools, and he needed it fast. **Enter ReliaQuest GreyMatter.**

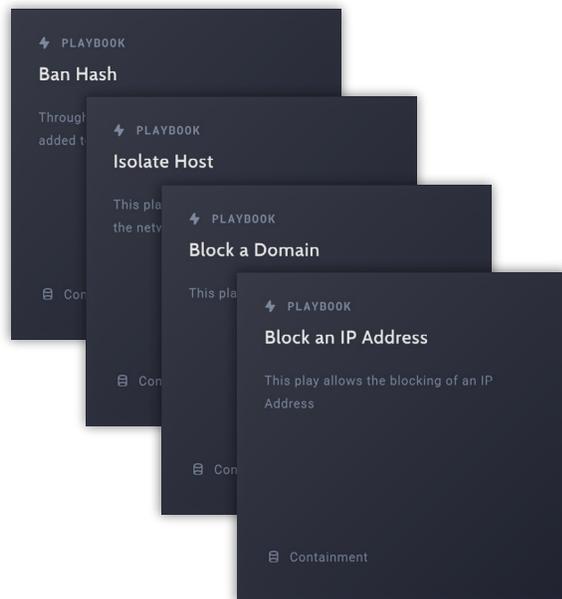
This CISO's decision to partner with ReliaQuest gave him what so many others strive for: Optimized Operations. Minimized Risk. Security Outcomes Achieved. He gained the visibility, confidence, and resilience he needed to advise the business and ultimately serve customers more effectively.



**GreyMatter is part of our fabric – our strategic vision.**

We were spending a lot of money and still failing; MSSPs would check the box, but they don't give you any confidence.

Are we reducing risk? Are we investing in the right areas?



**ReliaQuest GreyMatter** proved to be the solution this security leader relies upon to reduce risk and show ROI for his security program.

With ReliaQuest GreyMatter, this CISO was able to decommission several tools, helping his business recoup about \$1.5M in annual spend.

He's captured visibility into 90% of his company's attack surface, and now, thanks to ReliaQuest's Security Model Index, he has a plan that will allow him to acquire that additional 10%.

**He called it pixie dust.**

We call it making security possible.