TRILLIUM

SUCCESS STORY:

Technology Software and Analytics

Engagement: Maturing Cyber Security Posture in a Rapidly Expanding Space

Trillium Helps Software and Analytics Company Improve Security to Remain Competitive

Trillium was contacted by a software and analytics company that had a rapidly expanding client base. That growth, along with customer concerns with data security, caused the client to seek outside assistance in reviewing its cyber security posture.

Challenge: The Client's rapidly expanding customer base raised questions about data security by both its current and potential customers

Trillium's client has experienced rapid expansion in its customer base. This has created an increased risk profile for the data under its control. In addition, existing customers had security concerns about data loss, creating a financial and reputational risk for the client. Security concerns had also caused lengthened sales cycles for the client.

From a technology standpoint, several factors floated to the top in terms of data security. They include:

Our Client
A Software and Analytics Company

The Challenge

The client's cyber security issues put at risk its reputation, both operationally and financially, risking current customers and increasing the sales cycle for potential customers

How Trillium Solved It

Trillium assessed the current cyber security state, performed a risk analysis, and developed and drove execution of a strategic risk-reduction program

Results

Product improvements aligned to risk initiatives

Risk reduction of 20% in the first 3 months of the risk-reduction program

Client sales team successfully closed 2 large accounts due to the increased security awareness

- A lack of security tooling or data
- A soft security roadmap that required review and remediation
- Existing improvements to security and analytics were neither aligned nor prioritized within the client's technology landscape

Client Management was proactive and determined they needed to address these security issues immediately.

Trillium Solution: *A current state assessment and risk analysis across processes and technology, along with a risk reduction program*

The Client engaged Trillium to review and assess the current state of its cyber security, including processes and technology, and begin a risk reduction plan. Trillium worked with the client's staff to work on the analysis of the landscape. The analysis included:

- Baselining the client's cyber security posture against industry standards
- Performing a prioritized tactical risk analysis of the findings of the current state assessment and identifying remediation approaches to the security risks
- Designing a strategic risk-reduction program, aligning it to the client's product roadmap

Results: *Risk reduction and increased sales after the introduction of a new approach to risk remediation*

Trillium's client was helped by proactively addressing the security vulnerabilities to its data and that of its customers. Introduction of the risk reduction program achieved the following results:

- Product improvements are now driven along with the risk-reduction initiative
- The remediation program reduced risk by 20% in the first 3 months
- Sales team was able to close the sale on 2 large accounts by addressing the prospective customer's security concerns

The cyber security posture of the client has improved substantially since the beginning of this project, and client can now move forward knowing that their processes are much more sound going into the future.

About Trillium

Trillium Solutions Group, Inc. is a professional services firm headquartered in Chicago that provides technology consulting and strategic sourcing services for industries such as trade associations, financial services, telecommunications, and healthcare. For more information, please visit www.trilliumsg.com.