



## Agio taps cutting-edge technology and flexible partner model offered by Intel Security

# AGIO

### Channel Partner Agio

#### Partner Profile

- Leading managed IT and cybersecurity services provider

#### Challenges

- Meet clients' complex compliance requirements and security needs with a managed service.

#### Intel Security Solution

- McAfee Next Generation Firewall (NGFW)
- McAfee Network Security Platform (IPS)
- McAfee ePolicy Orchestrator (ePO)

#### Results

- Offers clients a comprehensive solution that meets regulatory compliance standards
- Protects enterprise networks with intelligent, high performance security
- Delivers centralized management for greater efficiencies

Would you give your hard earned money to someone you didn't trust? Would you invest in a company that couldn't protect your investment?

Agio, the progressive managed infrastructure and cybersecurity firm, specializing in the alternative asset management space, found that high-stakes investors were shying away from the uncompensated risk of a cyberattack.

The challenge for Agio's clients is simple: they lack the resources to scale their staff and infrastructure to provide world-class, 24x7 protection. As a result, Agio saw the opportunity to make security a strategic imperative, offering clients integrated IT and cybersecurity for a smarter, more efficient solution.

Agio's vision meant building a cybersecurity practice that combined the best platform with the best people. Consistent with their commitment to deliver superior service by investing in people, process and technology, Agio acquired Secure Enterprise Computing in 2013, a 20+ year old, dedicated cybersecurity firm. This acquisition gave Agio the security expertise required to create an enterprise-level managed security service.

With Agio's core business centered on providing service, rather than product, they

needed a security partner who could provide access to the most innovative products, while simultaneously offering a flexible pay-as-you-go business model that would allow their cost conscious clients to scale quickly and cost effectively.

In October 2014, Agio selected Intel Security, largely due to their Security Connected platform and Managed Services Specialization. This partnership allowed Agio to deliver a scalable managed security offering, addressing the client's unique business needs.

*"Intel Security is the best choice for managed services firms interested in building a successful security services practice."*

Agio's Managed Security service took nine months of dedicated focus to birth, but winning 10 new clients in the first six months of the service launch only highlights how valuable the solution truly is to alternative asset managers. Agio leverages a number of key Intel Security technologies to provide its competitive advantage, including multi-tenant Next Generation Firewall, 24x7 threat monitoring

*Agio's goal has never been to reinvent the wheel; rather we work smarter to deliver services leveraging cutting-edge technologies. This model has allowed us to scale quickly, specifically with regards to Intel Security's Managed Services Specialization and its flexible pay-as-you-go service.*

with Global Threat Intelligence and centralized security management, providing visibility across the IT infrastructure, not just the endpoint with ePO (ePolicy Orchestrator).

Recently Agio won the business of two extremely large, enterprise hedge funds by focusing on the client's specific business needs for awareness, analysis and action of security data. Getting a long list of 40,000 vulnerabilities isn't helpful. That's where Agio's people and industry expertise differentiate them from the competition. Agio delivers outcomes, not just information. It's about analyzing the data, and leveraging their industry knowledge to prioritize actions.

Agio and Intel Security have formed an ideal partnership, whereby Agio provides superior service and client expertise, while Intel Security provides the technology innovation and program support. The partnership is

in its infancy, and given this early success, both companies are thrilled about future opportunities and growth.

### WOULD YOU INVEST IN A COMPANY THAT WAS PROTECTED BY SECURITY SERVICE THAT OFFERED:

- Daily vulnerability scanning results: Agio is analyzing and prioritizing actions for more than 1,000 vulnerabilities per day.
- Configuration monitoring for policy compliance: few clients monitor or measure if they're actually compliant with the policies they, themselves have put into place. Agio is discovering more than 300 configuration violations per day.
- Timely incident response: Agio is monitoring more than 1 billion events per day, including internal network traffic for threats born on the inside<sup>1</sup>, with an average 8-hour remediation time for those events that prove to be a threat.
- Intrusion prevention and analysis: Agio is blocking over 350 attacks per month that have made it behind the firewall.

<sup>1</sup> 85% of insider and privilege misuse attacks used the corporate LAN. Source: Verizon Data Breach Investigations Report, 2014

