

CASE STUDY



Accelerating Zero Trust and Operational Maturity at Insurity

About Insurity

Insurity is a leading provider of cloud-based software for insurance carriers, brokers, and MGAs. Trusted by 22 of the top 25 P&C carriers and 7 of the top 10 MGAs in the U.S., Insurity delivers highly configurable, cloud-native platforms that help organizations optimize operations, unlock analytics, and drive superior policyholder experiences. As a portfolio company of GI Partners and TA Associates, Insurity is focused on delivering innovation while serving one of the most risk-averse customer segments in the world.

The Security Challenge

Operating in the heavily regulated insurance sector, Insurity needed to balance agility with strict security requirements. As both CIO and CISO, Jay Wilson leads an integrated IT and security team that must move fast while maintaining trust with customers. This dual mandate gave Jay visibility into how fragmented best-of-breed tools and evolving initiatives like Zero Trust placed operational burdens on his team.

Like many organizations, Insurity had started its Zero Trust journey, but implementation was complex. Early design decisions prioritized speed, allowing the team to move quickly, but Jay knew the architecture wasn't yet fully aligned with Zero Trust principles. A project to analyze access patterns across their ZTNA provider had begun, but completing it required extensive manual work across fragmented systems.

Solving the Challenge with Reach

Jay describes Reach as his "virtual AI assistant", a way to augment his team and bring scale and consistency to critical security initiatives like Zero Trust. Instead of building and maintaining a custom solution, Jay and his team used Reach to automate analysis across their ZTNA tools, revealing risky access and misconfigurations.

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We simply didn't have the time in the day to do this kind of analysis. Reach made it possible in minutes.

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Jay Wilson,
CIO & CISO

insurity

What would have taken months of correlating access data, understanding policy gaps, and validating Zero Trust posture became a task the team could complete in minutes using Reach.



Use Case Highlights

Insurity began working with Reach to accelerate progress on critical security initiatives starting with Zero Trust, but with a roadmap that spans broader maturity improvements across the stack. One of the most impactful early use cases involved analyzing and optimizing access across the organization. Reach enabled Jay's team to evaluate their implementation, surface risky patterns, and refine policies far faster than traditional methods allowed.

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Reach helps us manage new capabilities in ways we couldn't before. It's not just about starting a program, it's about sustaining it efficiently over time.

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Reach supports Insurity in moving beyond assessments by helping them continuously identify risk, prioritize action, implement changes, and validate posture in an efficient, scalable way. With Reach acting as a virtual assistant, Jay's team is empowered to maintain momentum on key programs without increasing headcount or overhead.

Why Reach

Insurity chose Reach for its ability to unify insights across their unique mix of best-of-breed and platform security tools. Unlike legacy platforms that create more complexity, Reach streamlines action. Jay sees Reach as an enabler of operational maturity, especially in helping him measure and demonstrate progress to the company.

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We've identified several use cases where Reach is moving our program up the maturity curve objectively and measurably.

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As an independent platform that sits above the security stack, Reach helps Jay's team manage complexity, reduce cost, and continuously align security with business needs.

Looking Ahead

Insurity views Reach as a long-term partner, not just a tool. As new tools and policies are introduced from access controls to endpoint and network configurations, Reach will play a role in enabling and maintaining them.

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Reach is in a unique position. They have the opportunity to create that '1 + 1 = 3' moment across platforms and point tools. That's the real power.

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Getting Started with Reach

To join the community of customers enjoying the benefits of Reach and learn more about how it can transform your security posture, visit:



Reach.Security/try-reach.