

Cybersecurity for SMBs: Sekoia.io powers SOC by Tibco, A New Managed Detection & Response Offering

▶ Tibco Steps Up: A New Era in Managed Cybersecurity for SMBs

Tibco is a recognized leader in IT integration, data management, and security in France and Europe, with over 1700 employees in 100 offices. The company recently unveiled its latest offering: SOC by Tibco. This new managed detection and response platform primarily targets small and medium businesses (SMBs), promising **enterprise-level protection at a highly competitive price point**.

▶ From FortiSIEM to Sekoia.io: The Search for a Better SOC

Previously, Tibco's technical direction team relied on FortiSIEM for security information and event management. However, as their needs evolved, they sought a more robust, feature-rich replacement. During this transition, **Sekoia.io's AI-SOC Platform quickly emerged as the leader in terms of functionality**, particularly for SOAR (Security Orchestration, Automation, and Response) capabilities, and has since become the default SOAR engine within Tibco's SOC offerings.

▶ SOC by Tibco: Architecture and Features

Tibco's new SOC solution is built on a foundation of multiple core competencies:

- ◆ SOC (Security Operations Center)
- ◆ NOC (Network Operations Center)
- ◆ FIM (File Integrity Monitoring)
- ◆ NCS (Network Control Services)
- ◆ Governance

The platform is designed as a "black box" for each customer, providing a secure, isolated environment. The SOC is fully managed and cloud-based, with a **focus on simplicity, efficiency, and integration**-a hallmark of Tibco's broader product philosophy.

▶ Extended SOC Coverage

The initial managed EDR (Endpoint Detection and Response) service is powered by WithSecure, with plans to integrate Microsoft, HarfangLab, and Trend Micro in the near future. Extended Detection and Response is powered by Sekoia.io, whose Sekoia AI-SOC Platform perfectly integrates with these third-party technologies. This multi-vendor approach ensures **flexibility and broad compatibility with different customer environments**.

Relying on these technology partners, SOC by Tibco today offers a comprehensive security bundle for SMBs, including:

- ◆ Endpoint Detection (EDR)
- ◆ Identity Protection
- ◆ Microsoft 365 and Google Workspace Security
- ◆ Firewall and Anti-Spam (Vade Secure, Trend Micro)
- ◆ Customer-Selected Firewalls (commonly Stormshield and Fortinet)
- ◆ Automated Response (account/IP lockout, endpoint isolation, AV scans, process termination)

The solution also features an integrated ticketing system and is staffed by nine analysts daily, ensuring rapid incident response and personalized support.

▶ Customer Base and Value Proposition

Since its launch, 40 customers have adopted SOC by Tibco. The platform is especially attractive to French SMBs, who appreciate Tibco's local presence, sovereignty, and **fully SaaS-based approach relying on efficient technologies**. Customers highlight Tibco's proximity, responsive support, and the powerful integration capabilities of the product mix.

▶ Strengths and Limitations

While Tibco previously has been recognized as a challenger in SIEM and SOAR, the company today emphasizes its strong integration, automation, and operational efficiency. Customers benefit from **automated security workflows** and the ability to rapidly contain threats—such as isolating endpoints or locking accounts during incidents. Automation capabilities are today reinforced by Sekoia AI-SOC Platform’s AI features so **save time and prioritize SOC analysts’ daily work** for the benefit of all Tibco’s customers.

▶ The Road Ahead

Tibco continues to innovate, with plans to expand its UTM (Unified Threat Management) capabilities and further **enhance automation for high-noise operations**. The company’s commitment to customer excellence, security, and operational resilience is reflected in its adherence to ISO/IEC 27001:2013 and ISO 9001 standards, as well as its robust incident response and business continuity policies.

▶ In Summary

SOC by Tibco represents a new, affordable, and integrated approach to manage cybersecurity for SMBs—combining advanced EDR, identity protection, and flexible integration with leading security vendors, all backed by a trusted European provider. As the cyber threat landscape evolves, Tibco’s focus on simplicity, proximity, and automation positions it as a compelling choice for businesses seeking robust yet accessible security solutions.



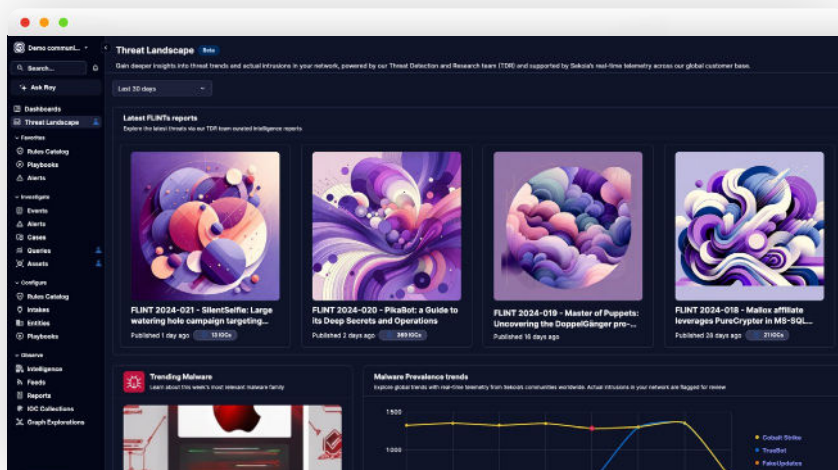
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Fabien VERO, Cybersecurity consultant at Tibco, explains that “The Sekoia AI-SOC Platform has been easily adopted by our analysts and proved its relevance to effectively protect small and medium businesses. Together with a transparent documentation a flexible pricing model based on assets a close support team from Sekoia.io, our partnership enables to boost our SOC by Tibco activity.”



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“The strong partnership with Tibco, a reliable and trusted service provider with whom we share values of openness and proximity, perfectly translates our ambition to enable modern SOC’s with a premium AI and CTI-boosted detection and response platform. We look forward to deploying an ambitious plan towards many SMBs across France” adds Nicolas DISSAUX, VP Sales at Sekoia.io.



Take the time to test the SOC Sekoia platform by yourself!

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