

How REST Solution boosted its managed SOC business with Sekoia.io?

COMPANY



CONTACT

Anusha LUCHOOMUN,
Chief Information Security Officer
(CISO)

SOLUTION SELECTED

Sekoia Defend

SEKOIA.IO'S MANAGED SOC COVERAGE

Currently 10 countries and growing

OBJECTIVE 2024

Develop managed SOC services and extend supervision capacity

▶ Why Sekoia SOC Platform?

REST Solution was looking for a **multi-tenant solution** capable of managing the IT systems of numerous customers operating in different environments. In response to this challenge, Sekoia.io has distinguished itself by its ability to:

- ◆ **effectively detect threats,**
- ◆ collect **logs** from a **wide range** of security sources,
- ◆ easily integrate **third-party products** (>200 integrations in the catalog),
- ◆ enable **fine-tuning of detection rules,**
- ◆ provide **comprehensive documentation** and **responsive support** to REST Solution teams,
- ◆ all with **controlled costs.**

The platform also features a user-friendly, intuitive interface, which facilitated rapid adoption by the entire REST Solution SOC team.

Finally, compliance is a major differentiating factor. Sekoia.io is in fact **PCI-DSS certified**, which met the requirements of REST Solution, itself engaged in the **ISO27001 certification** process to provide guarantees to the organizations whose digital assets it protects.

▶ Benefits

The **ease with which** the SOC platform **can be deployed**, thanks to the SaaS model, was the tool's main advantage during implementation. Sekoia.io facilitated deployment thanks to its **intuitive, free agent**. The Sekoia agent was therefore a **game changer**, helping REST Solution to win new customers by improving their security posture in a very short time.

Combined with the performance of the detection rules, this quickly translated into very concrete results: within **two weeks, a customer could see the added value of the solution, with alerts on suspicious activities detected.**

BACKGROUND & CHALLENGES

REST Solution is a Managed Service Provider (MSP). With a presence in **9 countries**, the group currently offers global coverage in **45 countries** and **5 languages.**

Initially focused on outsourcing and project support, the company has set up a cybersecurity (SOC, consulting, governance, engineering) available 24/7 thanks to a SOC service spread over three countries: the Philippines, Mauritius and Mexico.

Relying on experienced talents, the major challenge was to set up a **cybersecurity business unit** equipped with effective, **robust technologies** and **processes.**

In addition to monitoring, the **native integration of CTI** (Sekoia Intelligence) brings additional value to the managed SOC. From ongoing cyber-threat research carried out by the Sekoia TDR team itself, through the regular sharing of strategic reports for decision-makers (FLINT or Flash Intelligence Reports), to the enrichment of the intelligence produced, as well as the retro-hunting functionality integrated into the platform: this complete cycle ultimately enables REST Solution to automate its activities to **strengthen its cyber-threat intelligence services**.

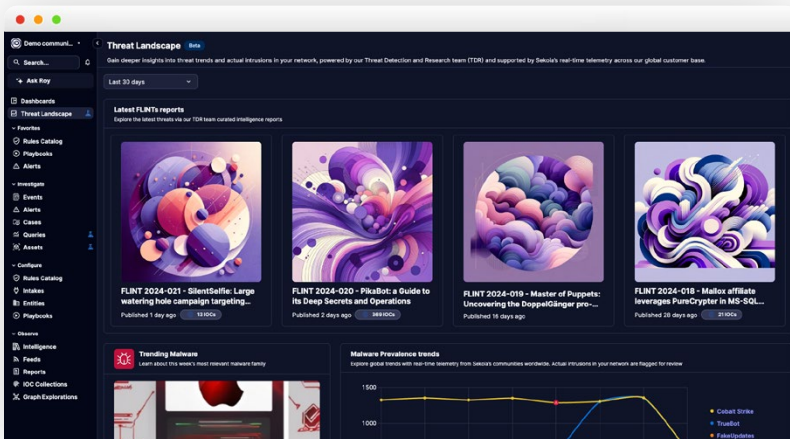
From an economic point of view, the **transparency of licensing costs** based on assets is also highlighted: this aspect has provided a convincing predictive model for the partner, who now has a strong sales argument for his customers and prospects.

▶ Use cases

REST Solution monitors the cybersecurity of its customers worldwide 24/7 with the Sekoia SOC platform. The platform addresses a number of key SOC use cases:

- ◆ **alert management** in diverse environments,
- ◆ **deployment of detection rules** covering most of the attack techniques described in the MITRE ATT&CK framework
- ◆ automated **incident response** thanks to the platform's integrated playbooks and SOAR.

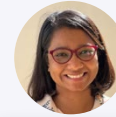
In addition, REST Solution takes advantage of Sekoia.io's threat intelligence to strengthen its CTI services and **develop new associated services** for SOC beneficiaries. In this way, REST Solution **leverages its own expertise** to meet the needs expressed by its customers.



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

Take a tour

66 TESTIMONIALS



Anusha LUCHOOMU
Chief Information Security Officer (CISO)

The intuitive, user-friendly Sekoia platform was quickly adopted by both our team and our customers, showing concrete results in just a few weeks.

By optimizing REST Solution's 24/7 managed SOC, the Sekoia platform has supported the rapid development of our cybersecurity services. The partnership model, based on transparency and predictability, is exactly what we expect from a technology partner.



Mathieu QUÉRÉ
CEO of REST Solution

★ SATISFACTION ^{1/1}

9/10

- ★★★★★ Ease of platform implementation
- ★★★★★ Natively integrated CTI and Agent
- ★★★★★ Predictable costs

Sekoia.io has enabled REST Solution to boost its new cybersecurity business unit with efficient management of costs and resources, while offering enhanced security to its customers.



www.sekoia.io

io sekoia
One view. Total control.