Customer Success Story

The Company
This organization is among the world’s leading suppliers of rail products, services and systems to the railway industry. With more than 35 product lines, the business offers a complete range of products and services for new rolling stock, signaling, and electrical and mechanical infrastructure as well as maintenance and rehabilitation services to four distinct types of customers: urban transit authorities and operators; intercity passenger rail operators and rolling stock owners; rail freight operators; and intercity railway infrastructure owners. The organization has 28,000 employees and a presence in over 60 countries worldwide.

Solution Summary

<table>
<thead>
<tr>
<th>CUSTOMER TYPE</th>
<th>Manufacturing</th>
</tr>
</thead>
<tbody>
<tr>
<td>CHALLENGE</td>
<td>Accurately identify the real risk to his network assets.</td>
</tr>
<tr>
<td>SOLUTION</td>
<td>CORE Impact® Pro, the first comprehensive penetration testing software solution for assessing organizations’ most significant IT vulnerabilities and information security threats.</td>
</tr>
</tbody>
</table>

The Challenge
The organization hired a 10-year veteran of the IT security industry for the purpose of crafting and implementing the company’s first Information Security Program. With a strong background in IT security, including having worked in the IT department for the United States Department of Defense, the company actively sought out the new hire and his vast expertise to assume the newly created post of IT Security and Telecomm Director “When I arrived at the company, it was a good news—bad news situation,” said the new IT Security and Telecomm Director, “The good news was they brought me on board to architect a complete security program. And, as the first security executive in the company’s history, I had a blank slate and the opportunity to put my stamp on things immediately. The bad news, of course, was that there was a blank slate, and in the security world that typically means there is a massive task ahead.”

The first major challenge was to identify exactly what the network looked like, so he could map out his plan of action and determine precisely which assets needed to be protected. The Security Director recalls, “Before I could even begin to think about doing an assessment on the current state of the network, I had to identify exactly what I was dealing with and figure out where it all resided. When I asked for was a diagram of the network, I was told that one didn’t exist and that they simply ‘knew where everything was.’ So, I quickly realized that I was faced with an even greater challenge than anticipated.”

In addition the business had just come off of a record year where the company saw over five billion euros in sales. The Security Director notes, “When you are dealing with those kinds of financial figures, time is particularly of the essence to ensure that the integrity of your company’s most critical assets are protected.” He needed to quickly determine the best way to get started and identify where the most critical vulnerabilities existed.

“I HAVE BEEN DOING THIS FOR A LONG TIME AND I HAVE NEVER SEEN A PRODUCT LIKE THIS BEFORE. CORE IMPACT WAS WORTH EVERY PENNY.”
The Solution

While the Security Director had the full support of the executive management team to transform the organization’s network security processes, he knew that he had to make important decisions immediately. “When you are faced with such a daunting task, throwing more people at the problem wasn’t necessarily going to help. Initially, he helped write a new IT security policy that would address issues he recognized within the company. The resulting policy covered a broad range of issues—from password administration and monitoring of the logs for the organization’s IDS and Firewalls, to a structured patch management regimen that addressed vulnerabilities within an acceptable period of time after a fix for a vulnerability was available.

Next, he realized that the only way to determine if his efforts were working was to test his network using the same methods an attacker might use to compromise the business’ security. To address this challenging process, the Security Director turned to CORE Security and its flagship product, CORE Impact Pro, the first comprehensive penetration testing product for assessing and verifying specific information security threats to an organization.

By using a state-of-the-art, penetration testing product, CORE Impact afforded the organization the opportunity to bypass what would have been a very costly and time consuming manual discovery process.

“The price of CORE Impact is nothing compared to what it would have cost me to hire just one person to test our network. In fact, I would have needed to hire more than one security expert, as it would have required different skill sets in Windows, Linux and Unix. The decision to go with CORE Impact was a no-brainer.”

The Result

The Security Director clearly recognized that the organization’s network had vulnerabilities and that the onus was on him to identify, as quickly as possible, the most vulnerable areas and get those under control. He knew that CORE Impact was going to uncover vulnerability information that would really open some eyes at the company.