



# DARKBEAM USE CASES

Committed to helping organisations protect  
against digital risk



# AVOIDING REPUTATIONAL RISK

**A UK-BASED ACCOUNTANCY FIRM TURNED TO DARKBEAM TO IMPROVE THEIR  
CYBER POSTURE AND PROTECT THEIR BRAND**

## THE CHALLENGE

As part of a review of the organisation's business risk strategy, an accountancy firm required a holistic appraisal of their cyber posture and online exposure. The firm was using cloud-based services from a 'high street' service provider to host its IT infrastructure as a cost reduction exercise, but the service provider's security standards and overall performance for the firm were difficult to evaluate.

## OUR SOLUTION

Darkbeam reviewed the firm's key domains and digital footprint and generated a Digital Risk Report for the firm in seconds. The Digital Risk Report provided diagnostic detail outlining priority risk elements for remediation, alongside an easily understood Digital Risk Score and summary for non-technical users.

## THE RESULTS

The 'Exposure' category of the Digital Risk Report identified that the firm was sharing their nameserver with approximately 20 other domains. Further detail in the report revealed that the vast majority of those 20 domains were pornographic in nature. This information is publicly available and was considered by the firm to be reputationally damaging. It also posed a risk as such sites are frequently targeted by malicious attacks such as DDOS and any disruption on the shared server would cause collateral damage to the firm's services and business continuity.

Supported by the information in the Digital Risk Report, the accountancy firm was able to contact their service provider and request that their domain was moved onto an environment with a more suitable range of businesses, thereby mitigating the risks identified.





# ENSURING GDPR COMPLIANCE

**DARKBEAM SUPPORTED A LEGAL FIRM TO MEET  
THEIR DATA PROTECTION REGULATORY  
REQUIREMENTS**

## THE CHALLENGE

With limited in-house digital risk capabilities, the firm required help to understand their digital footprint and cyber posture to assist with mitigating threats posed from the digital world.

The firm had previously instructed a third-party provider to maintain its cyber posture and manage its digital assets, including maintain its SSL certificates. It now needed reassurance that the work undertaken by the third-party met their expectations.

## OUR SOLUTION

As the client needed instant assurances that their regulatory requirements were being met, Darkbeam generated a non-invasive Digital Risk Report via the Darkbeam platform in under five seconds. By providing a hacker's eye view of the firm, the report identified the critical vulnerabilities that needed to be prioritised for remediation.

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## THE RESULTS

The stakeholder summary of Darkbeam's Digital Risk Report instantly revealed that the firm did not have an SSL certificate deployed correctly. This lack of valid certification made it impossible for a secure connection to be formed between the client's domain and the browser of the person visiting the website. This type of lapse typically results in reputational damage but was particularly concerning in this case as the firm's website was used for clients to enter confidential information.

Allowing this sensitive information to be exposed is a breach of GDPR and without a valid SSL certificate this information was transmitted in plain text across the internet, making it an easy target for cybercriminals. As a result of Darkbeam's report, the law firm dispensed with the services of the third party and ensured that the SSL certificate was deployed correctly going forward, thereby ensuring GDPR compliance and protecting their clients.

"WE ARE LEADING THE WAY IN HELPING ORGANISATIONS COMBAT THE RISING COMPLEXITY AND COSTS OF IDENTIFYING AND CONTAINING A DATA BREACH. WE TRUST IN DARKBEAM TECHNOLOGY TO PROACTIVELY MONITOR THE SURFACE AND DARK WEB SO OUR CLIENTS CAN IDENTIFY ANY SUSPICIOUS ACTIVITIES AND SWIFTLY TAKE ACTION."

- DQM GRC





# A NEW SOURCE OF PURCHASING INSIGHT

A LARGE EUROPEAN ENERGY PROVIDER WORKED WITH DARKBEAM TO IMPROVE THEIR PROCUREMENT TEAM'S RISK MITIGATION STRATEGY

## THE CHALLENGE

The energy provider needed to purchase advanced electronic monitoring equipment, but was concerned about the security of the sensitive data acquired and analysed by this type of product. The potential vulnerabilities from this type of equipment are complex, but a major target for cybercriminals and state-sponsored cyber attacks. The procurement team needed to understand which equipment represented the least amount of digital risk, which still meeting functionality and affordability requirements.

## OUR SOLUTION

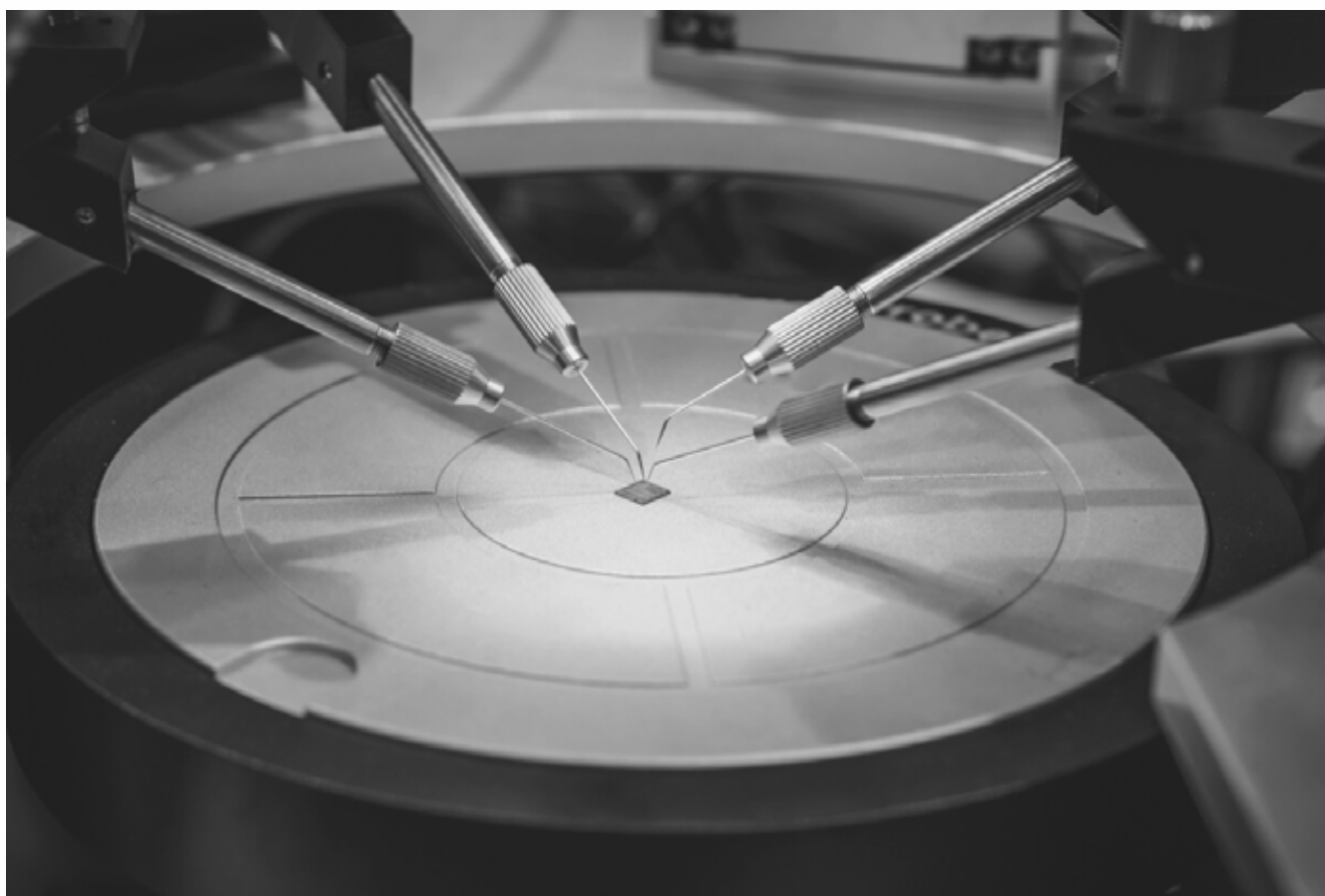
Darkbeam analysed the bill of materials and transactional data for each relevant component in both the client's and the suppliers' systems. This data was then classified to the client's taxonomy and each equipment component and subcomponent was assigned a digital risk score. The individual risk scores were then consolidated at the product and supplier level, to provide a user-friendly source of insight that enabled to procurement team to easily analyse and compare the equipment on a like for like basis.

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## THE RESULTS

By creating this new source of risk intelligence, the procurement team now has access to the relevant information they need to benchmark and compare the security of products. This has accelerated decision making within the wider business and led to a material reduction in the digital risk of sensitive products purchased. Darkbeam's Digital Risk Scores have supported the client to translate technical complexity into simple, actionable information that can be used to collaborate with suppliers and ensure the digital risk impact of their products are minimised.

Going forward, the client now has access to a cost-effective, scalable and repeatable solution to analyse other product categories that may pose a threat to the business. Today, the procurement team has seamlessly embedded digital risk into their existing processing to ensure that the ideal mix of products are sourced and deployed.



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# PROTECTING INTELLECTUAL PROPERTY

A GLOBAL ENGINEERING COMPANY WORKED WITH  
DARKBEAM TO IDENTIFY VULNERABILITIES THAT  
RISKED EXPOSING SECURE INFORMATION ONLINE

## THE CHALLENGE

In recognition of the increasing complexity in keeping their critical documents and data secure online, an engineering company requested a review of their cyber posture and digital footprint to help them understand their own vulnerabilities and likely exposure of a cyberattack.

## OUR SOLUTION

Darkbeam provided an automated Digital Risk Report, generated via the Darkbeam platform in under five seconds. The Digital Risk Report surfaced information gathered across open source locations from both the surface web and dark net sites.

“Darkbeam provides the missing piece of insight you need to establish 360 degree business risk visibility. ”

- John Kirby, CEO, Accelerate Procurement



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## THE RESULTS

As part of the Digital Risk Report, detailed reconnaissance identified exposed credentials (username and password) for an executive-level member of staff. The organisation was unaware of a data breach and had not previously known that the individual's credentials were exposed on the open internet.

This particular case was concerning as the exposed credentials allowed access to secure information within the organisation including intellectual property and sensitive data.

Following the Digital Risk Report findings, the company launched a thorough investigation including penetration testing and an update to existing cybersecurity processes, as well as ensuring all affected passwords were changed before the business could be impacted.





# OFFERING VALUE-ADD SERVICES

**HELPING A LARGE EUROPEAN FINANCIAL INSTITUTION TO REDUCE BUSINESS RISK AND EXPAND THEIR SERVICE OFFERING TO SME CLIENTS**

## THE CHALLENGE

As a leading financial institution in an age of ongoing digital transformation, cybercrime has quickly become their client's fastest-growing threat. With 43% of cyberattacks now aimed at small businesses, yet only 14% of SMEs reporting that they are prepared to defend themselves, this financial institution prioritised offering digital risk visibility and best practice to their small business clients as a way to differentiate in this competitive market and minimise costly disruption to their client base.

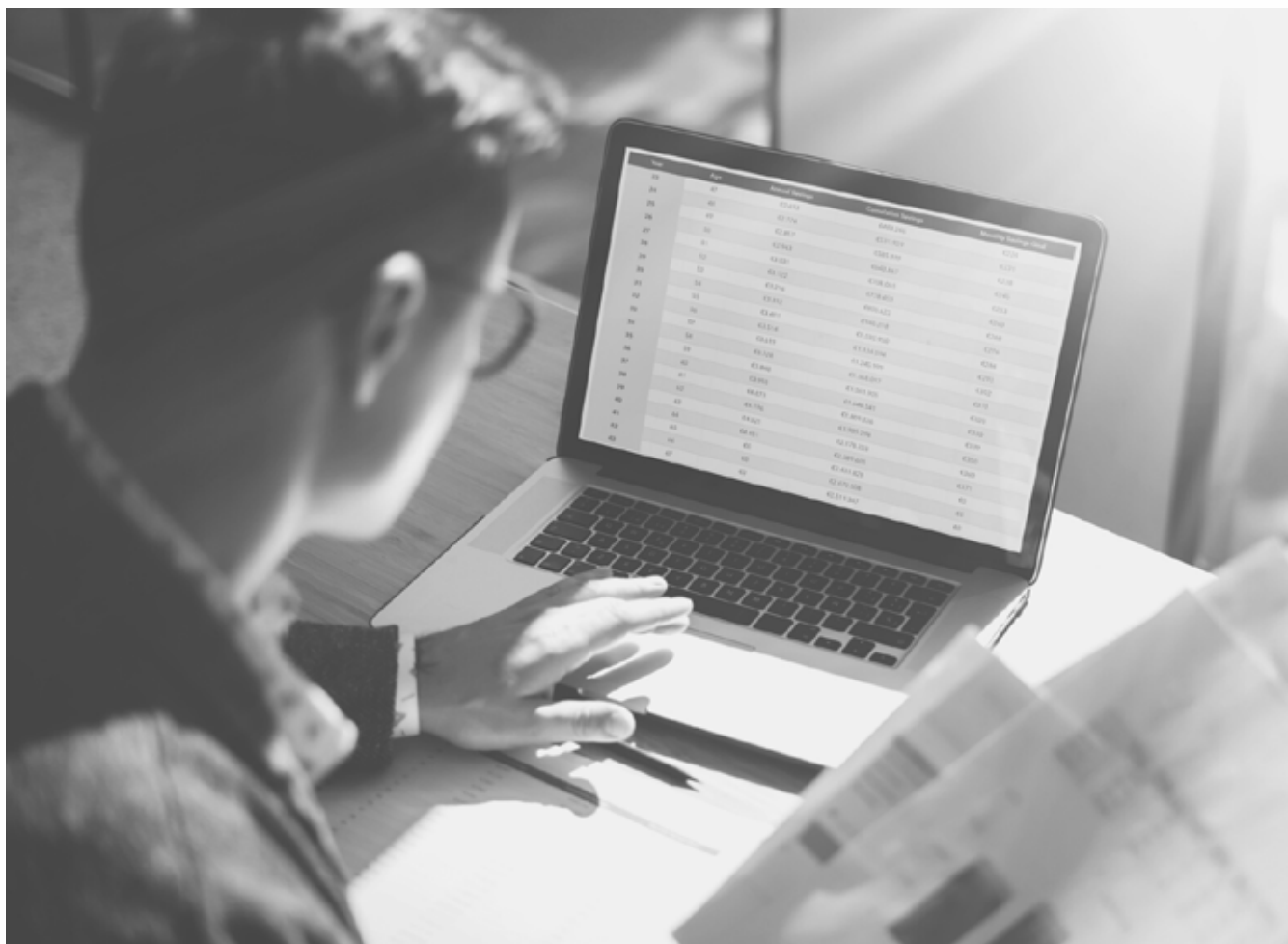
## OUR SOLUTION

Darkbeam established a capability via API within the financial institution's business banking portal that enabled SME clients to access their Darkbeam Digital Risk Reports and Scores in real-time. The institution's customers are now able to visualise and identify their cyber vulnerabilities on demand, for faster remediation and reduced business risk.

# THE RESULTS

Cyber attacks are forecast to cost businesses \$5.2 trillion worldwide within the next five years, according to Accenture. By making Darkbeam digital risk intelligence available to all SME clients, the financial institution has been able to significantly improve cyber awareness in their SME customer base.

The business banking portal now provides an easy way for smaller businesses to benefit from complex technical information delivered in an actionable, easy to use format designed for non-technical users. This new value-add service supports the financial institution to retain existing business clients and expand their SME customer base in a highly competitive market.



A dark, blurred background image of a financial candlestick chart. The chart shows price movements over time with various candlesticks and a horizontal line. Text like 'GBPUSD M15' and '1.45053' is visible on the left side of the chart.

# IDENTIFYING HIGH RISK SUPPLIERS

**DARKBEAM HELPED THE PROCUREMENT TEAM IN  
A LARGE FINANCIAL SERVICES COMPANY GAIN  
INSIGHT INTO THE SUPPLIERS THEY ENGAGE**

## **THE CHALLENGE**

As part of a vendor consolidation project, the client wanted to review the large number of professional services firms they engaged with, particularly legal firms. The aim of this exercise was to negotiate more favourable costs going forward, but as these firms often hold and manage large amounts of sensitive data, there was also a requirement for the firms to meet regulatory obligations around data protection.

The client needed a means to enrich their existing procurement systems with data that would enable them to screen unsuitable suppliers as part of the consolidation exercise, as well as help to monitor suppliers going forward.

## **OUR SOLUTION**

The client used the Darkbeam platform to upload their list of law firms for review. In minutes, the procurement team had full visibility of the digital risk profile of all law firms they had engaged with globally. This insight was then used to inform the vendor consolidation exercise and integrated into the client's Supplier Information Management and Spend Analytics systems.

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## THE RESULTS

Darkbeam provided extensive digital risk visibility into a critical supply chain category in under an hour. Vendors with a high risk score are encouraged to download a Darkbeam Digital Risk Report which highlights vulnerabilities and actions needed. This proactive and automated means of managing supply chain risk has led to the 'attack surface in this vertical reduce considerably.

At one point in the project, Darkbeam revealed online vulnerabilities in a major global law firm who was an existing preferred supplier. using the insights provided by Darkbeam, the client was able to work quickly with their vendor to reduce the risks they were not previously aware of. This collaborative approach to risk mitigation has resulted in a stronger business relationship.

The simple scoring methodology has provided a quantifiable measure for ongoing supplier reporting and monitoring easily understood by stakeholders. This new source of intelligence is now being rolled out to all other categories of spend.

“We know that data underpins everything from sourcing the right suppliers, to obtaining transparency across your entire supply chain. We’re working with Darkbeam to provide accurate, relevant digital risk data to procurement teams so they can secure their supply chain.”

- Achilles



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# BECOME OUR NEXT SUCCESS STORY

WHETHER YOU'RE AN SME OR AN MULTINATIONAL ENTERPRISE, DARKBEAM CAN HELP PROTECT YOUR ORGANISATION AGAINST DIGITAL RISK



Founded by former military and intelligence professionals, Darkbeam specialises in providing bespoke digital risk solutions for clients. Everyone working at Darkbeam is in the intelligence game to deliver our clients the most timely and relevant actionable insights so they can better protect their organisations.

Whatever your digital risk challenges are, we're here to help you significantly reduce your attack surface so you can secure what's important to you. If you'd like to know more about how Darkbeam technologies can be applied to solve business challenges, please don't hesitate to get in touch via [info@darkbeam.com](mailto:info@darkbeam.com) or [www.darkbeam.com](http://www.darkbeam.com)