# Zero Trust Managed Security Delivery

## Two Steps Ahead of the Bad Guys

### Cybriant ditched VPNs to better protect its managed security services customers

Cyberattacks are at an all-time high, and managed security services are in high demand. Cybriant was aware that hackers increasingly attack MSSPs as a means to get to their customers. They were also aware that strong segmentation between customers was the only way to prevent an attack on one of the customers from propagating through the VPN back to the Security Operations Center (SOC), and from there to other customers. Cybriant wanted a solution that was simple and purpose-driven – one that would provide telemetry remotely without opening new security holes and could also deploy without the headaches of VPN and firewall management.

> CoIP Platform's best-in-class micro-segmentation keeps our customers secure, and we and our customers have saved a significant amount of time in configuration and deployment. This helps us focus on delivering advanced security analytics and ensuring our customers' applications are running on the most secure systems.
>
> Andrew Hamilton, CTO

After thorough market research and evaluation, Cybriant selected Zentera's CoIP® Platform as the core technology for its services. CoIP Platform creates a Zero Trust Network between the SOC and each customer that is locked to the security monitoring application and cannot be abused for other purposes. With identity determined by certificate-based mutual authentication, CoIP Platform enforces the segmentation of customer networks, and prevents attacks from propagating between customers, giving Cybriant and its customers peace of mind.

Furthermore, CoIP Platform establishes connectivity as an on-demand secure overlay tunnel, decoupled from router and firewall configuration. This allows Cybriant to streamline collaboration with customer IT departments, slashing the time needed to deploy advanced security services to customers from weeks to hours.

**INDUSTRY**
Managed Security Services

**HEADQUARTERS**
Alpharetta, GA

**CHALLENGES**
- VPN provides unconstrained, bidirectional access from SOC to customer networks
- Potential liability and exposure from credential-based attacks on the SOC
- VPN requires careful setup and configuration at each customer site

**RESULTS**
- CoIP Platform segments customer networks from each other
- Customer network access locked to security monitoring tools
- Zero Trust approach eliminates VPN credential theft exposure
- Simple setup that deploys to customer sites in hours

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