

# How Pipedrive Cut Traditional Training Costs and Discovered Hidden Talent with RangeForce

## Challenge

It can be difficult to build and maintain a continuous cyber readiness program. The team at Pipedrive had trouble accurately assessing its own hands-on cybersecurity capabilities. Existing cybersecurity assessment tools and classroom-style training produced mixed results. They found that the 'one size fits all' approach of these solutions failed to address their unique requirements as a team.



Pipedrive is a leading sales CRM & pipeline management software company with 85,000+ global customers.

## Requirements

- ✓ Train and assess security professionals at scale
- ✓ Identify and develop cybersecurity talent
- ✓ Customize training specific to team needs

## Solution

Pipedrive transitioned to RangeForce in order to implement a unified and scalable training solution. Hundreds of IT and security professionals now have access to realistic cloud-based skills development environments at any time.

Role-specific content covers training for SOC Analyst 1, SOC Analyst 2, Threat Hunter, Web Application Security, Cloud Security, and more. Comprehensive reporting empowers managers to quantify organizational proficiency across cybersecurity skill-sets.

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## Solution

In addition to these individual training initiatives, Pipedrive frequently hosts team-based threat exercises to test and refine its collaboration during real cybersecurity incidents. Operating within entirely emulated environments, team members work together in groups of 10 to overcome a variety of attack scenarios.

The exercise provides ideal development space for the team and quickly reveals operational gaps and weaknesses in existing security processes. Following a threat exercise, an After-Action Report is provided to teams to provide next-steps for a remedial skills development plan using the RangeForce platform.

## Results

The redeveloped cyber readiness program at Pipedrive provides security leadership with critical insight into the organization's capabilities. With reliable and actionable data, the team is able to run its training initiatives with more efficacy.

### Key Outcomes

- ✓ 40% decrease in existing training cost
- ✓ 30% increase in self-reported security incidents
- ✓ Discovered and targeted underutilized security talent

A core component of the new initiative is talent discovery and development. Pipedrive used the platform's assessment capabilities to identify a group of security champions, placing the top 10% of team members in an advanced skills track.

The impact on overall security culture is also a clear benefit of the investment in a more interactive approach to learning and development. Team members are more engaged and motivated to participate in regular training. Security leaders have also observed an increase in overall security knowledge throughout the organization, as evidenced by a 30% increase in self-reported security incidents.

“Compared to alternatives, RangeForce has shown to be a huge bang for the buck. It is a good investment in time and effort.”



RangeForce empowers team cyber readiness at scale. Refine your defensive capabilities against the latest threats with a continuous approach to cybersecurity skills development. See real threats in action and sharpen the skills needed to defend your organization with interactive modules, challenges, and team-based threat exercises that reflect the real world.

**Visit [www.rangeforce.com](http://www.rangeforce.com) to learn more.**