Raising the Bar for Comprehensive Security Assessments

For more than a decade, Securance Consulting has leveraged Trustwave AppDetectivePRO to help clients assess risk and compliance. During this time, cybersecurity has evolved from a nascent topic to one at the forefront of business risk prevention. Learn how Trustwave equips Securance Consulting with a powerful tool that is a foundational component of their enterprise-wide IT assessments.

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Client Spotlight

Since 2002, Securance Consulting has empowered enterprises to assume proactive security, compliance, and risk management strategies through independent assessments of IT operations, infrastructure, and internal controls.

The Challenge

To provide expert guidance, Securance Consulting must have the tools to look holistically at client systems. Serving mid-size companies in the private sector, as well as both state and local governments, Securance Consulting looks at each layer of a client's technology stack to expose vulnerabilities and make recommendations for sustainable cybersecurity improvements.

> *As a technology-agnostic consultancy, we continually review the market to ensure we are using the best tools. In all of our time in business, we haven't found one as effective as AppDetectivePRO.*

With threats becoming increasingly sophisticated — and with the growing prevalence of ransomware incidents — IT leaders need deep insights into the ways bad actors can penetrate their environments, from databases to the endpoints. Consulting firms therefor need to arm their experts with the right combination of tools to spot weaknesses and provide high-quality recommendations to build multifaceted defenses.

The Solution

Securance Consulting has relied upon Trustwave AppDetectivePRO for years because of its highly accurate database scans, powerful reports, and flexible features that can be customized to relevant compliance policies.

The experts at Securance Consulting ensure their audits focus on true risks, not default policies. "The last thing a client needs is a highly technical report highlighting false positives or risks that don't apply to them. Having the ability to home in on true risks makes our findings more impactful," said Paul Ashe, President of Securance Consulting. Reports, valuable for both executives and administrators, include relevant insights and recommended actions based on role.

AppDetectivePRO saves Securance Consulting a tremendous amount of time. Done manually, database assessments can take up to 100 hours. When AppDetectivePRO is configured by skilled experts, data extraction **takes only 24 hours**, with no performance issues, such as downtime, affecting client systems. The time saved is instead spent on deeper and broader analysis, giving clients more valuable results as threats become more nuanced and resilient.

Committed to empowering its clients, Securance Consulting conducts a knowledge transfer session at the end of every project so its clients can better understand how to continue improving their security once Securance Consulting steps away. Many clients have been so impressed with the capabilities of Trustwave AppDetectivePRO, they have adopted the solution for continued database oversight after the original security review.

Securance Consulting uses AppDetectivePRO in combination with its other tools for reliability, accuracy, and client satisfaction in all of its enterprise IT assessments.

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