



Case Study



TechOnPurpose Standardizes its Security Offering on the Stellar Cyber Open and Unifying SecOps Platform to Provide Better Cybersecurity Insights to Customers

TechOnPurpose identified a need to uplevel a critical component of their security offering to continue to deliver exceptional security services to their customers. After encountering Stellar Cyber at an industry event, the TechOnPurpose team began evaluating the Stellar Cyber **open and unifying SecOps platform**. After an exhaustive proof of concept, they decided to replace their existing Perch SIEM Platform with the Stellar Cyber offering.



The Stellar Cyber open and unifying SecOps platform is now part of all our security offerings, and we couldn't be happier with the results.

– Matt Tankersley, Founder & CEO, TechOnPurpose



Before



Performance

SIEM platform was sluggish with analysts regularly waiting on the system to load.



Complex

SIEM platform was cumbersome to use and support.



Blindspots

SIEM platform did not provide many details on security incidents, meaning customers were not as informed about threats as they could be.

With Stellar Cyber:



Insights

Improved protection from threats with the security insights provided by Stellar Cyber.



Efficiency Gains

Stellar Cyber is making security analysts more efficient and effective, making the team happier and improving customer experience.



Intuitive

Analysts find using Stellar Cyber easy with an intuitive user interface.

“Onboarding is what we do, so our bar is set high; the experience with Stellar Cyber, the commitment to real-time collaboration, the structure of the execution, and the quality of the content provided were excellent. We have nothing but good things to say about the Stellar Cyber onboarding process.”

TechOnPurpose, an Austin, Texas managed security services provider (MSSP), designs, sells, implements, and supports 100% of what they call “the TOP 5 Cs” of today’s technology – cybersecurity, connectivity, cloud, collaboration, and computing. As a result, TechOnPurpose customers can collaborate with peers, providers, partners, and patrons anytime, anywhere, on any computing device – all with end-to-end comprehensive cybersecurity.

TechOnPurpose prides itself on taking a holistic approach to meet and exceed the expectations of their customers. For instance, when working with new customers, TechOnPurpose helps them evaluate their current security posture against over 20 best security practices. This approach enables TechOnPurpose to not only understand where each organization is in their security evolution but also tailor their security offerings to meet the customer’s needs.

After attending an industry event where TechOnPurpose saw the Stellar Cyber **open and unifying SecOps platform**, they were contacted by a Stellar Cyber sales representative. Being impressed with the sales discussion, TechOnPurpose decided to undertake a proof of concept where they could test the Stellar Cyber open and unifying SecOps platform in a real-world scenario, comparing the results against their existing Perch SIEM platform.

“Before Stellar Cyber, our SIEM platform was slow and sluggish, costing us valuable analyst time. However, after adopting Stellar Cyber, we are seeing significant gains in productivity and team morale.”

The goals of the Stellar Cyber **open and unifying SecOps platform** proof of concept project were as follows:

- Determine if the platform was easy to use
- See how easy it was to understand risks and vulnerabilities
- See if analysts have more control compared to the current platform
- Test out-of-the-box integrations

During the proof of concept, Stellar Cyber was able to develop a new integration for an endpoint product TechOnPurpose wanted to include in the process.

TechOnPurpose recognized how Stellar Cyber could dramatically improve its ability to identify and respond to threats quickly. Additionally, the insights provided automatically by Stellar Cyber far surpassed what they were receiving from their Perch SIEM platform. The improved insights are a result in the comprehensive way in which the Stellar Cyber **open and unifying SecOps platform** analyzes data.

Stellar Cyber **open and unifying SecOps platform** delivers comprehensive, unified security without complexity, empowering lean security teams of any skill to successfully secure their environments. With Stellar Cyber, organizations reduce risk with early and precise identification and remediation of threats while slashing costs, retaining investments in existing tools, and improving analyst productivity, delivering an 8X improvement in MTTD and a 20X improvement in MTTR.

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First, Stellar Cyber automatically normalizes and enriches data from every sensor and security tool upon ingestion into the platform. Then, the **Multi-Layer AI™** engines automatically evaluate and group related alerts and identify new threats based on abnormal user and asset behaviors, producing a prioritized list of contextual incidents on the platform's intuitive dashboard.

After the successful proof of concept, TechOnPurpose licensed the Stellar Cyber **open and unifying SecOps platform**, replacing the Perch SIEM platform used to deliver their services. The improved insights, ease of use, and outstanding onboarding support from Stellar Cyber have elevated TechOnPurpose's security services, resulting in happier customers.

In the hyper-competitive services market, service providers must continually improve their offerings to stay ahead of the competition. With the Stellar Cyber **open and unifying SecOps platform** as a critical component of everything they do going forward, TechOnPurpose is set to continue to grow its business and customer satisfaction for years to come.

About Stellar Cyber

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