

# Win Wire Brief – Manufacturing

## Company & Situation Overview

**Company Overview:** With over 100 years of experience as a premier supplier of composite components and assemblies, this premier aerospace manufacturer has been on the forefront of advanced composite technologies and solutions, supporting the most advanced fixed wing and rotary aircrafts since 1975. Their innovative composite components and assemblies support all levels of complexity, with products installed for the industry's most advanced commercial and military aircraft.

**Challenge:** This company divested from its parent company and needed to find a replacement for the security and virtual Chief Information Security Officer (vCISO) services that the parent company previously provided. With an impending deadline and starting all-new systems without protection or security in place, finding the best protection quickly was crucial.

### Deal Size:

- \$9,980 MRR
- \$4k NRR

## Ntirety Solution

**Differentiators:** Fully managed security solution that extends the company's internal capabilities along with ability to implement protection quickly and easily. Also, Capability to layer on vCISO services to provide additional guidance and insight to assure security posture is maturing and meeting their regulatory and compliance requirements.

### Products:

- Managed Detection and Response
- Security Operations Center (SOC)
- Security Information and Event Management (SIEM)
- Endpoint Protection
- Internal and External vulnerability scanning
- vCISO services

**Scope of Solution:** Managed Security was implemented to protect their overall environment allowing the company to meet regulatory and compliance requirements, including International Traffic in Arms Regulations (ITAR). They are a Defense Industrial Base company, meaning they provide products and services that are necessary for mobilizing, deploying, and sustaining military operations.