

Case Study

Efficient asset discovery:
rapid deployment for
instant insights.





Meet the Security Expert

Ryan Pinga

President of Cybersecurity Services & Maintenance Services

While Presidio offers managed services and solutions to help organizations strengthen their security posture, internally, Presidio lacked visibility into their environment and needed help with their asset inventory.

Pinga and his team knew they wanted automated discovery capabilities that could deliver asset visibility across not only their internal networks, but for their clients as well.

To solve their problems, they recalled a tool they had learned about on Reddit called runZero.

PRESIDIO®

Company Size

3,700 employees

Industry

IT Services and IT consulting

Location

New York, New York

Use Cases

- Cyber asset discovery
- Cyber asset inventory
- Cyber hygiene
- Data enrichment

Problem

Lack of visibility

Presidio, a Global Digital Services and Solutions Provider, lacked visibility into their own internal networks and needed help creating their asset inventory. They wanted a centralized view of everything on their internal, AWS, and virtual environments, so they could quickly find and answer questions about their networks and assets.

The solution had to be easy to deploy, cost-effective, and able to pull serial numbers from devices. Presidio needed a solution that could help them keep their tools and data up-to-date.





Most tools are very expensive because inventory is included as part of those solutions — it's not a standalone capability. We only wanted a tool that just did asset inventory.



EXPENSIVE & UNNECESSARY FEATURES

Most of the discovery solutions they evaluated were expensive, bundled with other solutions, and required credentials or agents for scanning. Finding a solution that only performed discovery and gathered detailed device information — particularly serial numbers — was critical for them.

IMPROVE CLIENT ONBOARDING

The team wanted to be able to quickly query and find assets on their network. Another challenge Presidio faced were inefficiencies with their client onboarding process. For their Managed Services offerings, they had to manually gather and input asset data into spreadsheets, which became outdated just as fast as they were inputting it.

“It's very difficult to build an asset inventory — especially with so many people working remotely. We were interviewing customers and having to manually input information into spreadsheets.”

Solutions

Quick insights, **instant value**

Immediately after the team deployed runZero, they were able to gain insights into their environment. For example, Presidio was able to pull serial numbers from devices, which can be useful for support and warranty tracking. With the ability to view the serial numbers and export the data as an SNTC-compatible export, Presidio can share data between runZero and the Smart Net Total Care (SNTC) portal.

SET IT AND FORGET IT

With runZero, Presidio is able to set up recurring scans that run daily, so they always have an up-to-date asset inventory. The team has also set up custom rules to alert when new devices appear in their inventory.

NEW INSIGHTS

Armed with a comprehensive, up-to-date inventory, they're able to query for information and find issues that they hadn't been able to detect before.

"We want to know when an engineer who shouldn't have access to something spins up a VM without alerting their team. Today, if someone spins up something they shouldn't, it'll show up in runZero as part of our recurring scan and see when it was first discovered. We have filters in place that show us anything that was newly discovered in the last seven days."

"We monitor certificate expirations (TLS), search for SMBv1 and ensure it's not enabled (we discovered that their GPO (group policy object) wasn't catching it). We partnered runZero with other tools to ensure that our work lists were working and the policies that they're pushing (non-GPO based) are catching issues as well."

Outcomes

Ready for **battle**

runZero is now part of Presidio's arsenal of tools, not only for internal discovery, but for client onboarding as well. Presidio can quickly deploy a runZero Explorer in their client's network and start scanning. With other tools, deployment required credentials or endpoint agents, which was not a feasible route for them.

NO MORE RISK TAKING WITH RUNZERO

runZero can enrich asset data in other systems, like CMDBs, and quickly pinpoint potential security risks in their environment, like systems with SMBv1 enabled.

"The fact that the data is available, programmatically with structured data, we can take that and consume it anywhere we want."

RUNZERO FOR THE WIN

With runZero, Presidio is able to streamline asset discovery, and as a result, optimize efficiencies across multiple areas of their business.



There was an incident where we were asking our client about subnets, specific devices, Oses that were still running Windows 2003, and the client didn't know.

"So we were able to run a runZero scan to put together an inventory to help them answer these types of questions. We were able to scan their entire environment to get a good snapshot within a couple of hours for multiple sites — it gave our client immediate insight and delivered value to the client and to Presidio because we were going to have to figure out the answers to those questions anyway to help protect their clients appropriately."

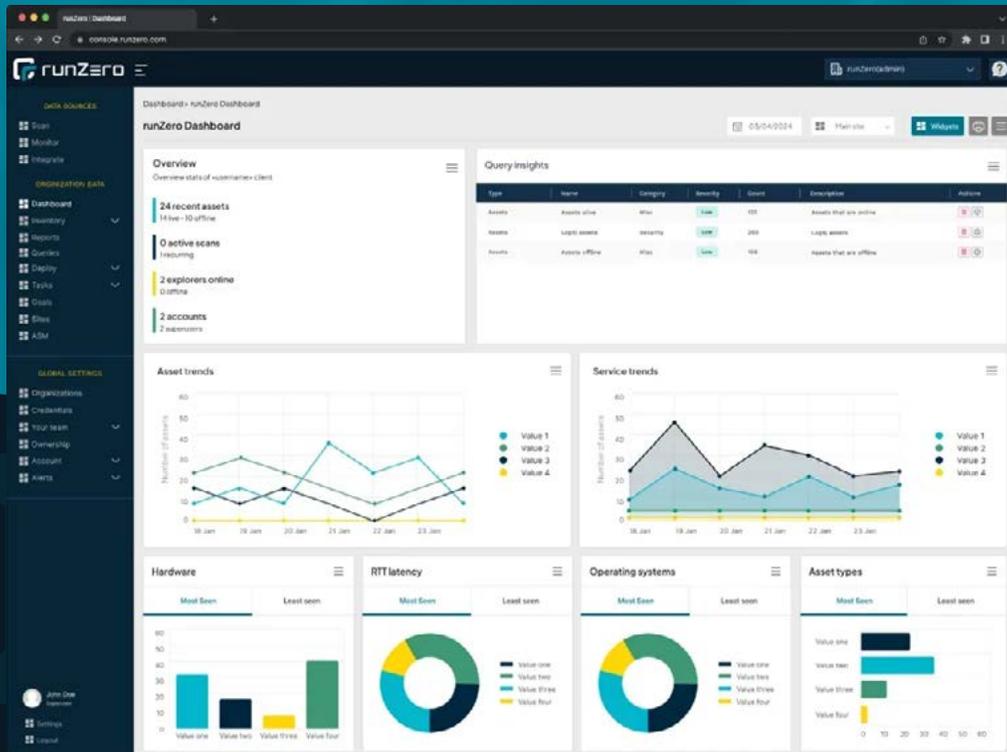
Final Thoughts

Ryan had a few parting words to sum up his experience so far with runZero:



runZero eliminates the complexity and cost barrier present in most asset discovery solutions. Other tools are not only expensive and difficult to deploy, and their discovery capabilities are secondary. runZero purely focuses on asset discovery. It has become a tool in our arsenal and helped us speed up client onboarding and investigations.





About runZero

runZero delivers the most complete security visibility possible, providing organizations the ultimate foundation for successfully managing exposures and compliance. Rated number one on Gartner Peer Insights, their leading cyber asset attack surface management (CAASM) platform starts delivering insights in literally minutes, with coverage for both managed and unmanaged devices across the full spectrum of IT, OT, IoT, cloud, mobile, and remote assets. With a world-class NPS score of 82, runZero has been trusted by more than 30,000 users to improve security visibility since the company was founded by industry veteran HD Moore. To discover the runZero Platform for yourself, [start a free trial](#) today or [visit the website](#).

**Reduce overall risk
by gaining visibility
into your network.**

Try runZero for Free

