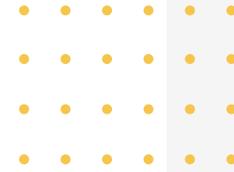


## Customer Story

# Greenhill

**Company:** Greenhill**Employees:** 400**Industry:** Financial Services

**Problem:** Greenhill relied on a manual inventory of their security tool deployments, which was time- and bandwidth-intensive, and made it difficult to quickly see whether the clients installed on their devices were healthy.

**Solution:** Sevco's IT asset intelligence platform quickly and proactively alerted Greenhill's security team to both gaps in their security tool coverage, and devices that were being tracked, but whose clients were not checking in regularly. Sevco enabled the team to quickly assess and remediate these devices.

## Background

Greenhill is an investment bank focused on providing financial advice across the globe on significant mergers, acquisitions, restructurings, financings and capital advisory to corporations, partnerships, institutions and governments. Given its high-profile client roster, Greenhill leverages numerous security tools in its arsenal to ensure its network and assets are protected, and the firm maintains a strong cybersecurity posture.

## The Challenge

Greenhill was relying on a manual machine inventory for many of the tools deployed, which involved manually checking if an agent was installed on each machine. The challenge? Greenhill could only see that the agent was installed, but couldn't determine if the client was healthy without comparing all systems locally against all the systems in the tool's console – a very time consuming process. Based on the reporting in the consoles of its various security tools, Greenhill believed that those tools were implemented on endpoints, active, and healthy.

"If you have a product that's not properly checking into a console that you're paying money to secure, then you have a gap. Not only do we check if the application is running, but all the service is running," says Greenhill's Director of Information Technology, Gabe Cioffi. "Unfortunately, that does not guarantee end-to-end compliance without Sevco. Sevco ensures Greenhill can find and close these gaps before they can be exploited by attackers."

## The Solution

As a vanguard in implementing the latest cybersecurity tools, Greenhill procured Sevco's Asset Intelligence Platform to develop an automated, comprehensive asset inventory and help them to close security gaps and ensure their other security tools were deployed where they needed to be.

After Sevco's implementation and integration with Greenhill's various security tools, Sevco quickly identified mission-critical assets which hadn't checked into their security tools for several days, despite there being no indication of this issue on the security tools' consoles. While there are several reasons why tools can fall off assets: an auto-upgrade might fail, or there could be an issue on the security tool's side – the end result is the same: an asset with stale security controls that could be exploited by attackers.

Without Sevco, it's impossible to estimate how long it might have taken to identify these noncompliant assets: that would have required data analysts on both ends comparing around the clock. With Sevco, that detection was automatic Greenhill was immediately notified. The end-to-end compliance check that Sevco provides is unparalleled.

Although Greenhill likely would have caught the issue eventually, Sevco's automated Asset Telemetry flagged the issue in real-time, saving the team valuable time from having to discover during manual reconciliation. This allowed Greenhill's security team to focus its efforts on closing that gap and ensuring its network and assets were protected.

### How Sevco detects security gaps

Sevco is a security asset intelligence platform that integrates and reconciles inventory data from all your existing security tools, giving you a comprehensive, multi-source asset inventory, along with the associated "Asset Telemetry" – presence and state of assets and asset attributes.

Because Sevco sees and correlates assets across all tools, the platform can detect and alert you to assets that are missing endpoint security controls, missing from your patch management tool, or not being scanned by vulnerability scanners. Sevco finds these security gaps quickly and automatically, so your team doesn't have to go through the laborious and time-intensive manual process of reconciling asset inventories across tools, and instead can focus on closing those security gaps quickly.

Schedule time with Sevco today to see how we can help you close your previously unknown security gaps. After a 30-minute personalized demo, we can set you up with a no-cost assessment of your environment that will allow you to walk away with immediate value.

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#### About Sevco Security

Sevco exists to fix a decades-old problem: attackers know the networks they target better than the companies that own them. Sevco is a cloud-native asset intelligence platform that delivers converged asset inventory and generates real-time asset telemetry, then publishes both for use by other IT systems. Sevco makes sense of the data our customers already have, making their existing products and procedures more effective. Founded in 2020, Sevco is based in Austin, Texas. For more information, visit <https://sevcosecurity.com> or follow us on [LinkedIn](#) and Twitter [@SevcoSecurity](#).

