

Cygilant delivers enterprise-class security to small and medium-sized businesses with USM Anywhere



Customer challenge

Cygilant, a leader in cybersecurity-as-a-service, was looking for a best-of-breed technology that provides centralized security monitoring and threat detection and incident response to power its cybersecurity services, including their security monitoring as a service.

AT&T solution

Cygilant partnered with AT&T Cybersecurity and became an authorized reseller of USM Anywhere™. USM Anywhere delivers powerful threat detection, incident response, and compliance management in one unified platform. It combines the essential security capabilities needed for effective security monitoring across cloud and on-premises environments: asset discovery, vulnerability assessment, intrusion detection, endpoint detection and response, behavioral monitoring, SIEM log management, and continuous threat intelligence.

Seamless integration with USM's best-of-breed technology

Cygilant needed a partner with SIEM technology that would seamlessly integrate with the tools Cygilant and its customers were already using. USM Anywhere easily integrates with Cygilant's proprietary SOCVue platform, which provides its customers with a single pane of glass for security monitoring, vulnerability management and patch management, as well as with other common IT and security tools through its AlienApp framework. These integrations increase the ability to collect data from more devices and applications, providing full visibility of what is going on in the environment.

Making life significantly easier for customers with USM Anywhere

The Cygilant Security Monitoring service utilizes USM Anywhere to gain centralized visibility and actionable threat intelligence to enable the Cygilant analysts to triage and prioritize alerts. "Our team can use USM Anywhere to react to security events," said Cygilant Demand Generation Manager Joseph Murphy.

USM Anywhere provides a smooth onboarding process for Cygilant's customers. "The onboarding is seamless," said Murphy. "We set up an initial install call with the client, install the sensors, and we're constantly baselining and fine tuning. The customer gains full operational visibility in under 60 days."

Customers experience unparalleled central visibility across the environment via Cygilant's dashboard integrated with USM Anywhere. "We ingest USM's data, put it into the Cygilant SOCVue Platform, and produce easy to understand reports the customer can download," said Murphy.

The partnership with AT&T Cybersecurity allows Cygilant to deliver true peace of mind to its customers. Vice President of Marketing Steve Harrington said, "People are trying to solve challenges that can cripple their business. SIEM is not a 'nice to have'. This is a 'must have'."

About Cygilant

Cygilant has been in operation for more than two decades, helping to protect mid-sized organizations from the latest cybersecurity threats through a combination of automated tools and personalized advice. The company provides dedicated Cybersecurity Advisors (CSAs), who work directly with customers as an extension of their team; global 24x7 Security Operation Centers (SOCs), which constantly monitor customers' networks using the latest threat hunting, detection, patch management and incident response technologies; and its SOCVue Platform, which consolidates multiple streams of security data to help detect and respond to threats faster. An AT&T Cybersecurity MSSP Partner, Cygilant uses USM Anywhere to make enterprise-class security accessible to everyone. The company is headquartered in Burlington, Massachusetts.



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Jeff Pappert
Cygilant Global Director of Sales & Business Development

Set up for success with AT&T Cybersecurity

“Working with an organization like AT&T Cybersecurity gives us a breadth of options for our customers,” said Jeff Pappert, Cygilant Global Director of Sales & Business Development. “It allows us to capitalize on the brand recognition, close a lot of business, and generate a lot of revenue for both companies.”

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And the two companies have integrated as seamlessly as the technology. Describing the relationship as “very smooth,” Pappert appreciates the AT&T team as well as the technology. “It’s been great in the sense of having a plethora of additional resources as well as another team of experts. The ability to work with AT&T in tandem with our technology and service has been tremendous.”

The AT&T team has been extremely responsive, flying experts to Boston to train the entire Cygilant sales team on USM Anywhere. AT&T continues to support the SOC team’s specific questions about USM Anywhere so Cygilant can be sure it is helping its customers appropriately.

The partnership also allows Cygilant to take advantage of co-marketing opportunities that have opened a lot of doors. “I’m not selling AT&T’s service,” said Pappert. “I’m selling ours. The partnership helps our service become better. That is obviously good overall.”

Having a partner that was agile and shared the same commitment to customer service and customer success was also appealing. AT&T Cybersecurity remains on the cutting edge by constantly evolving in response to the shifting landscape of threats. Cygilant Global Director of Sales & Business Development Jeff Pappert said, “Having the same mindset that we’re going to evolve and adapt to keep our customers’ data safe, along with that dedication to customer-centricity, made us decide AT&T’s the company we want to do this with.”

[Contact us to learn more, or speak with your sales representative.](#)

About AT&T Cybersecurity

AT&T Cybersecurity helps reduce the complexity and cost of fighting cybercrime. Together, the power of the AT&T network, our Software-as-a-Service (SaaS)-based solutions with advanced technologies (including virtualization and actionable threat intelligence from AT&T Alien Labs and the Open Threat Exchange™), and our relationship with more than 40 best-of-breed vendors help accelerate your response to cybersecurity threats. Our experienced consultants and Security Operations Center (SOC) analysts help manage your network transformation to reduce cybersecurity risk and overcome the skills gap. Our mission is to be your trusted advisor on your journey to cybersecurity resiliency, making it safer for your business to innovate.