

## Equiom Invest Further with SureCloud, Embedding Vulnerability Assessment Solution into Their Programme

## CASE STUDY 2

### At a Glance...

**Customer:** Equiom

**Industry:** Financial Services

**Headquarters:** Isle of Man, UK

**No. of employees:** 600+

#### About the Business

Equiom is a well-established professional services provider offering a range of innovative and effective business partnering solutions. Since 2014, Equiom has grown significantly into a truly global business, with 20 offices around the world and 600 employees.

#### Benefits:

- Useful reporting
- Personalised feel
- Easy to implement

### The Challenge

Cybersecurity and the digital threat landscape is continually evolving, and with 80% of firms having seen an increase in cyberattacks in the last year (Fintech News), it's important that businesses continuously adapt their programmes to mitigate these risks.

Equiom Group has always been proactive regarding cybersecurity, utilising a number of SureCloud's CREST and NCSC CHECK accredited services since 2015. (Read the Equiom SureCloud case study on penetration testing, [here](#)). Furthermore, they understand the need to keep up with the ever-evolving threat landscape. As such, Equiom wanted to expand its cybersecurity programme and processes to improve their security posture further and take the next logical step in maximising its security programme by implementing more regular scans.

With the business continuing to scale up, they found they did not have the tools or resources to run vulnerability scanning routinely and accurately in-house with their internal team. While the fully automated assessment scanning covered large suites of known vulnerabilities, there were limitations as there were high false-positive rates, and the actual vulnerability findings were not being contextualised and prioritised efficiently by the automated tools. Therefore, Equiom looked to SureCloud's Vulnerability Assessment Solution, as they required a service that would provide them with the expert analysis and managed approach that traditional vulnerability scanning couldn't offer them.

### The Solution

In 2020, Equiom implemented SureCloud's Vulnerability Assessment solution. The Gartner-recognised platform combines the efficiency and cost-effectiveness of vulnerability management (including automated vulnerability scanning) with the precision and accuracy of cybersecurity consultants who help analyse, prioritise, and present the results. Crucially the expert cybersecurity consultants configure and manage the assessments which are run at an agreed frequency. The vulnerability scans are continually monitored, and when complete, SureCloud's expert consultants then analyse and validate the results. Handing over this element of vulnerability assessment to the SureCloud CREST and NCSC CHECK accredited experts has allowed the Equiom team to focus entirely on the remediation of vulnerabilities within SureCloud's technology platform.

The solution provides Equiom with clear vulnerability reports via their environment within the SureCloud platform, giving the organisation an additional layer of insight to its current cybersecurity posture through powerful real-time dashboards. Alongside these meaningful and serviceable reports, Equiom also receives invaluable top-line commentary from SureCloud's expert team, summarising where the challenges are, where to prioritise their actions and where progress has been made. Combining this with the management of their penetration test outputs, closely integrated together within SureCloud, provides Equiom with a 360 view of their security posture. Accessing and managing the data is simply through the SureCloud's powerful and intuitive user interface. Limited training was needed, and Equiom were operational within hours.

Speaking about the solution, Stephen Roberts, Global Chief Information Officer at Equiom, said: "Adding Vulnerability Assessment services to our cybersecurity strategy was the natural next step, working well as the in-between (and not in replace of) penetration testing cycles, delivering maximum assurance levels to our employees, stakeholders, and customers.

As always, we have been particularly impressed with the reports, as they allow us to use our time and resources efficiently, mainly focusing on vulnerability remediation post-scan and assessment".

## The Results

### Useful reporting

“The biggest value we have found in SureCloud’s Vulnerability Assessment is the analysis we are provided with. We receive two types of reports within the Vulnerability Assessment, one of which is a top-line summary giving us an overview of our cybersecurity posture. We also get a detailed examination of all vulnerabilities, grouping them into categories and priority actions according to industry best practice” said Roberts. He continued: “By leveraging both the intuitive SureCloud platform and helpful commentary from their experts at, we can easily translate the results from the Vulnerability Assessment into our remediation plan. It’s resulted in more accurate results and fewer false positives, which is normally a key issue with automated scans.”

### Personalised feel

“Another great feature of the Vulnerability Assessment is how we work with SureCloud to shape the output we receive, allowing us to tailor the solution to our needs as a business. The team has really taken the time to understand our requirements and integrate the solution into our business. Their consultants really have become an extension to our existing IT team after 6 years of working together!” Roberts added.

### Easy to implement

“We have experienced how hands-on SureCloud is, providing helpful insight into Equiom’s cybersecurity posture and always available to give advice when we need it. Adding additional services to our requirements was seamless.”

“As always, we have been particularly impressed with the reports, as they allow us to use our time and resources efficiently, mainly focusing on vulnerability remediation post-scan and assessment.”

Stephen Roberts, Global Chief Information Officer at Equiom

## About Equiom

Equiom provides sophisticated clients with professional expertise in delivering multi-jurisdictional investment and asset protection solutions.

For over 40 years, Equiom has offered fiduciary services to the private wealth sector. This heritage underpins our ethos of responsiveness and excellence in client advisory services, leveraging our global industry, asset class and investment structuring expertise. It has a strong presence across Europe, Asia, the Middle East, and the Americas.

## About SureCloud

SureCloud delivers its services through a cloud-based platform, offering a suite of pragmatic and integrated Cybersecurity, Risk, and Advisory services. SureCloud provides you with confidence and assurance that your cybersecurity and risk postures are defined and managed. Utilising decades of combined experience, our team of accredited Consultants works alongside you to understand your business objectives, security, compliance and risk requirements, and how these can be affected by the evolving cyber threats of the modern world. For more information visit: [www.surecloud.com/services](http://www.surecloud.com/services)

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