AAVAS Boosts Its Security Operations Program with Sophos Managed Threat Response (MTR)

AAVAS Financiers Limited, a housing finance company, provides housing loans primarily in the un-served, unreached and under-served markets across India. While already successfully using multiple Sophos products at both the network and endpoint level, AAVAS wanted to step up its security posture with a human-led security layer for threat hunting and mitigating threats before they posed a problem.

CUSTOMER-AT-A-GLANCE

AAVAS Financiers Limited

Industry
Housing Finance

Sophos Solutions
XG Firewall
XDR
Sophos Email
Sophos Managed Threat Response

Challenges

- A stretched IT team finding it difficult to optimally manage security operations
- Inability to perform proactive threat hunting resulting in suspicious events remaining uninvestigated
- The need for threat hunting that is both lead-driven and leadless
- Moving from a defensive, yet advanced and comprehensive cybersecurity approach to a more proactive human-led method to address next-gen threats

What challenges drove the need for a managed threat response service?

One of the key challenges AAVAS faced was bolstering its security operations so it had a team of expert security professionals on the job 24x7 capitalizing on the threat detection capabilities of Sophos XDR. However, to achieve this would have required dramatically increasing the number of security professionals on staff, which AAVAS wanted to avoid.

"Our cybersecurity infrastructure backed by Sophos solutions was robust and comprehensive. But we wanted to go one step further and reinforce our security operations program. The focus was on backing our cybersecurity with highly trained security professionals whose 24x7 focus is to detect, investigate and respond to threats before they can attack our IT infrastructure."

Mr Yogesh Bansal, CISO, AVAS Financiers Limited

"We wanted to setup an entire team for IT security with dedicated analysts that were able to leverage the continuous threat intelligence gathered by Sophos deployments for focused threat hunting," explains Mr Yogesh Bansal.

Sophos Managed Threat Response (MTR) was a perfect fit to close AAVAS' security gaps. Operating as an extension of the AAVAS IT team, Sophos MTR mitigates the risk of attacks by monitoring systems in real time, proactively identifying and isolating threats before they take hold.

Why did AAVAS choose MTR and how did this solution strengthen AAVAS' cybersecurity posture?

"We were an existing user of Sophos and the ability to incorporate MTR without a long-drawn-out deployment process was one of the decision factors to go with this managed services solution," says Mr Yogesh Bansal. "We were also impressed by the in-depth service tier features provided by Sophos and the cost effectiveness of Sophos MTR."

Sophos MTR's integration with Intercept X without needing a separate agent on user machines was a big selling point. This, coupled with a seamless workflow cycle of observe–orient–decide–act OODA loop and a centralized console offering complete visibility into security incidents, and more, made it the perfect solution for AAVAS' needs.

Proactive Posture Improvement provided by Sophos MTR during onboarding was another key factor in AAVAS selecting MTR.

Built on Intercept X Advanced with EDR technology, Sophos MTR brings together machine learning technology and expert analysis for improved threat hunting and detection, deeper investigation of alerts, and targeted actions to eliminate threats with speed and precision.

AAVAS now has an outsourced team of cybersecurity experts constantly monitoring its environment to respond to any potential threat at any time.

What benefits has AAVAS seen since implementing Sophos MTR?

The benefits of leveraging Sophos MTR were immediate. Firstly, AAVAS solved the problem of adding expertise without increasing headcount. The organization's IT team also saved at least 40-man hours a week that would otherwise have been spent in security operations tasks.

"We are also able to maintain high standards and quality of service courtesy the Sophos MTR team while maintaining service level targets. MTR team's proactive posture improvement service has helped us on three different occasions to strengthen our infrastructure and twice to identify lag in performance that was triggered via a genuine apps malfunction," explains Mr Yogesh Bansal.

Sophos MTR also helps AAVAS meet its finance industry internal and audited external compliance requirements.

"24/7 managed services, threat mitigation, security posture improvement, augmentation of our IT security task force, maintaining uptime and service level targets, improvement in security key performance indicators are just some of the many benefits we have experienced with Sophos MTR. We definitely recommend it to other organizations," concluded Mr Yogesh Bansal.

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