



easy: solutions Gains Competitive Advantage in Managed Security Services

SentinelOne Protects MSP and Its Customers While Reducing Costs and Complexity

The Challenge: Protecting Against Advanced Threats



Based in Oslo, easy: solutions is a Managed Security Provider (MSP) serving small and medium-sized Norwegian companies that span a range of industries. True to its name, the company is dedicated to providing customized IT solutions that are simple and friendly for users while delivering leading-edge capabilities and security.

As zero-day threats and ransomware attacks increased, easy: solutions' customers began to see more frequent infections. The company's SolarWinds security solutions and BitDefender weren't able to stop advanced malware and ransomware. Customers had to send infected machines to easy: solutions in Oslo for remediation, which disrupted end-user productivity. Machine cleanup took critical time away from customer support, company management, and service development.

"We needed a better way to secure our network and our customers' networks," said Niclas Lindblad, Chief Technical Officer at easy: solutions. "It had to be significantly more effective than what we had, and it also needed to enable management of multiple customers' networks from a single pane of glass."

CHALLENGES

- Protect MSP and its customers across a multi-tenant environment against zero-day threats and ransomware
- Simplify security management and remediation
- Minimize security overhead on endpoints to maintain usability

SOLUTION

- SentinelOne Endpoint Protection Platform

BENEFITS

- Stopped ransomware and malware infections
- Reduced support costs significantly by eliminating infections requiring remediation
- Managed all customer deployments from a single pane of glass with real-time analysis
- Gained ability to innovate security offerings with flexible SentinelOne platform

The easy: solutions team began looking for a solution that included prevention, detection, and response capabilities without burdening endpoint CPUs. The solution also had to be easy for the team to manage and deploy. easy: solutions evaluated Carbon Black, Cylance, and Panda, but none met all of easy: solutions' requirements. Lindblad and his team then turned to the Internet to seek other options, and they discovered SentinelOne.

Niclas Lindblad Chief Technical Officer, easy: solutions

"SentinelOne allowed us to easily increase protection across our multi-customer environment. Other MSPs need multiple systems and software to achieve the same level of security that we enjoy with a single platform. SentinelOne is our advantage."

A Full Security Suite

easy: solutions was immediately impressed by SentinelOne's comprehensive protection and flexibility. It unifies prevention, detection, and response in one platform that's powered by machine learning and intelligent automation. With SentinelOne, easy: solutions can predict malicious behavior across all vectors; rapidly eliminate threats with fully-automated, integrated response capabilities; and adapt defenses for its customers against evolving cyber attacks.

"SentinelOne fit our environment much better than other solutions we tried," said Lindblad. "We first tried it on our network and after just a few days, we knew it was the right solution for us and our customers. It gives us a full security suite for all of our servers, our client devices, and our customers' devices."

Invisible Continuous Monitoring and Adaptation

The SentinelOne agent on each endpoint continuously monitors activity in the system core, as well as in files, processes, memory, registers, and network connections. Real-time analysis predicts harmful behavior and automatically eliminates threats, freeing the team from manual intervention processes. SentinelOne's cloud intelligence blocks known threats, and when a new threat is detected, it immediately alerts and blocks all devices on the network so that the threat cannot spread. During response, SentinelOne can roll back all manipulated files to the pre-attack situation.

"Our customers don't even know that SentinelOne is there," said Lindblad. "The agent runs in the background and users don't have to do anything. SentinelOne works like an integrated part of our systems without burdening more than 1-2% of the CPU."

Stopping Infections and Reducing Costs

Since SentinelOne was deployed, malware infections have stopped. All systems have been protected from Petya, WannaCry, and new ransomware variants, and Lindblad says that they have not had any computers sent in for remediation.

Niclas Lindblad Chief Technical Officer, easy: solutions

“Our customers achieved drastic cost reductions because of the number of threats SentinelOne stops,” he said. “For a medium sized company with 30 employees, this amounted to savings of 100,000NOK over three months comparing the periods of the first cryptolocker wave and the later WannaCry attacks, not including lost labor time for affected employees. We’ve not had to remediate any of our own systems or customers’ systems, which is a tremendous labor savings. It frees us to focus on delivering proactive security services, virtual servers, providing remote support, developing new services, and handling ongoing business operations. SentinelOne is clearly doing its job.”

Proactive Protection and Control

During an attack, SentinelOne visually maps the initial vector and how the threat progresses to other systems. Recently, one customer was attacked by ransomware. SentinelOne alerted the team, displayed the threat, and stopped the attack before it could infect the user’s system.

“We contacted the customer and notified them that they were attacked, but not to worry, we stopped it before it could do damage,” said Lindblad. “Our ability to respond proactively with SentinelOne builds customer confidence and trust in our capabilities.”

Powering Service Innovation

SentinelOne's flexibility enables easy: solutions to quickly adapt to changing customer requirements. With insight into computer processes and users' patterns, easy: solutions can create new services around SentinelOne's powerful platform.

"Flexibility is as important as protection," said Lindblad. "We're eagerly anticipating upcoming SentinelOne capabilities that will enable us to strengthen our offering. We can create new services that protect customers' sensitive data, intellectual property, and other assets and offer them at a reasonable price."

A Distinct Advantage

Lindblad reports that easy: solutions customers who work with governmental agencies and other security-conscious organizations now have an advantage. SentinelOne meets the strictest security requirements, so easy: solutions customers receive fast approval on projects or engagements.

"SentinelOne allowed us to easily increase protection across our multi-customer environment," said Lindblad. "Other MSPs need multiple systems and software to achieve the same level of security that we enjoy with a single platform, which increases costs and complicates deployment, management, and support for them. SentinelOne is our advantage."



For more information about SentinelOne Endpoint Protection Platform and the future of endpoint protection, please visit: sentinelone.com.