

Norfolk Southern Corporation

Introduction

This case study of Norfolk Southern Corporation is based on a September 2016 survey of Cisco Stealthwatch customers by TechValidate, a 3rd-party research service.



“Stealthwatch protects my previous investments by allowing me to do more with my existing security tools.”

“Stealthwatch has dramatically improved my organization’s security posture.”

“With quick access to NetFlow, we can easily get to the root of any investigation with absolute certainty of what happened and when.”

I love Stealthwatch because “it works for what I need and it is extremely intuitive; this way I don’t have to run around training everyone on the platform.”

Challenges

Norfolk Southern Corporation uses Stealthwatch to gain visibility into the following:

- Data centers
- Access
- Edge
- Core
- User data
- Mobile devices
- Application usage
- Virtualized infrastructure

Company Profile

Company:
Norfolk Southern Corporation

Company Size:
Global 500

Industry:
Transportation Services

Use Case

Norfolk Southern Corporation uses Stealthwatch for the following reasons:

- Segment the network
- Combat insider threats
- Identify malware and APTs
- Improve network performance
- Conduct forensic investigations
- Proactively hunt for threats on the network

About Cisco Stealthwatch

With Stealthwatch, organizations can improve both network security and performance, and avoid the high costs associated with downtime, security breaches and other issues.

Learn More:

[Cisco](#)

[Cisco Stealthwatch](#)

Results

Norfolk Southern Corporation achieved the following results with Cisco Stealthwatch:

- Uses Stealthwatch for the following reasons:
 - Improve security efficacy
 - Reduce enterprise risk
 - Maintain a competitive advantage
 - Better serve customers/partners
 - Increase operational efficiency
 - Improve regulatory compliance
- Uses Stealthwatch to enable the following:
 - Detect threats faster
 - Illuminate blind spots in the network
 - Reduce mean time to dwell for threats on the network
 - Accelerate incident response
 - Improve forensic investigations
 - Use the network as a sensor
 - Use the network as an enforcer
- Rates their experience with Stealthwatch’s proposed benefits to be as follows:
 - Simple, easy to use: very strongly agree
 - Ppen, easy to integrate: very strongly agree
 - Automated, reduces manual work: very strongly agree
 - Effective, enhances security: very strongly agree