CROWDSTRIKE MANAGED SERVICES FOR SMB CASE STUDY

Cross Company

Introduction

This case study of Cross Company is based on an October 2022 survey of CrowdStrike Managed Services for SMB customers by TechValidate, a 3rd-party research service.

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> "We currently use Crowdstrike endpoint protection.
>
> "The biggest gain was deployment and client management as CrowdStrike is cloud native and does not rely on data file updates to provide updated protection. The dashboard visibility into the kill chain allows for faster time to understand the threat."

Challenges

The business challenges that led Cross Company to evaluate and ultimately select CrowdStrike:

- Existing security tools and products not meeting their needs and integrations
- Facing increasingly advanced cyber threats (i.e. ransomware, identity-based attacks)
- Increased complexity and risk due to remote and/or hybrid workforce

Why did you choose CrowdStrike over other solutions?

- For the simple, single-agent unified platform
- For the deployment flexibility (i.e., offered as a cloud-native service, a customer-managed, on-premises implementation, etc.)
- Because they are a proven security leader recognized by major analysts and best-in-class protection by independent testing
- For the world-class technology and intelligence

What other Vendors did you consider before choosing CrowdStrike?

- SentinelOne
- Sophos
- VMWare

Use Case

What key features of CrowdStrike are you using?

- Next Gen. Antivirus (Falcon Prevent)

Results

Cross Company achieved the following results with CrowdStrike for SMB:

- CrowdStrike security solutions compared to the competition:
  - Performance: Better
  - Ease of use: Better
  - Reliability: Better
  - Scalability: Better
  - Breach Prevention: Better
- What benefits did your organization realize following the deployment of CrowdStrike?
  - Improved the efficiency of our security operations
  - Delivered faster IT and security performance
- In your best estimate, by what percent did CrowdStrike improve the following?
  - Reduced IT/Security Costs: 1-25%
  - Reduced IT/Security Maintenance: 1-25%
  - Reduced time spent tracking down and resolving security threats: 25-50%

Company Profile

Company:
Cross Company

Company Size:
Medium Enterprise

Industry:
Industrial Manufacturing

About CrowdStrike

CrowdStrike (Nasdaq: CRWD), a global cybersecurity leader, has redefined modern security with the world's most advanced cloud-native platform for protecting critical areas of enterprise risk — endpoints and cloud workloads, identity and data. Powered by the CrowdStrike Security Cloud and world-class AI, the CrowdStrike Falcon® platform leverages real-time indicators of attack, threat intelligence, evolving adversary tradecraft and enriched telemetry from across the enterprise to deliver hyper-accurate detections, automated protection and remediation, elite threat hunting and prioritized observability of vulnerabilities. Purpose-built in the cloud with a single lightweight-agent architecture, the Falcon platform delivers rapid and scalable deployment, superior protection and performance, reduced complexity and immediate time-to-value. CrowdStrike: We stop breaches.

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