

# HSBC, USA

## Introduction

This case study of HSBC USA Inc. is based on a September 2020 survey of Kenna.VM customers by TechValidate, a 3rd-party research service.



On working with CX Team: “knowledgeable and very helpful. Working with their engineers is always a productive experience”

## Challenges

The business challenges that led the profiled company to evaluate and ultimately select Kenna.VM:

- The vulnerability management challenges they were experiencing that led them to implement the Kenna.VM:
  - Too many vulnerabilities with no way to effectively prioritize
  - High volume of security data lacking context for decision making

## Use Case

The key features and functionalities of Kenna.VM that the surveyed company uses:

- The approach they used to prioritize vulnerabilities prior to Kenna:
  - A homegrown prioritization tool
- They best describe their current engagement model between the Security and IT team as Security and IT work together to investigate and prioritize.
- The criteria they use to evaluate the success of your Kenna.VM implementation:
  - Reduction in Mean Time To Remediate (MTTR)
  - Kenna risk score reduction
  - Reduction in reporting time

## Results

The surveyed company achieved the following results with Kenna.VM:

- Before Kenna vs. After Kenna: Have you seen a reduction in time spent on the following activities? (Security and IT team time combined)
  - time spent on Vulnerability Investigation: 25 – 50%
  - time spent on remediation: 25 – 50%
  - time spent on reporting: 25 – 50%
- Kenna’s primary advantage(s) over other vulnerability management platforms:
  - Kenna provides awareness of how much risk is in our environment
  - Kenna aggregates data and reporting from multiple tools (vuln scanners, CMDB, discovery)
  - Kenna’s cloud platform scales elastically to virtually any organization size
- Rates the following for Kenna.VM compared to other vulnerability management solutions:
  - remediation Intelligence (guidance on “what to fix first”): on par
  - integrated real-time global exploit intelligence: on par
  - data science-based risk scoring methodology: on par
  - “Off the shelf” integrations with a wide range of security data sources: superior
  - predictive vulnerability modeling: superior

### Company Profile

Company:  
**HSBC USA Inc.**

Company Size:  
**Global 500**

Industry:  
**Banking**

### About Cisco Vulnerability Management

Cisco Vulnerability Management (formerly Kenna.VM) offers an effective, efficient way to reduce your risk profile using risk-based prioritization powered by data science. Rely on it to ID the vulnerabilities that put you at the greatest risk, create a self-service environment for remediation teams, set intelligent SLAs based on your risk tolerance, compare your risk posture against industry peers, deliver clear reports with intuitive metrics, and more.

#### Learn More:

[Cisco Vulnerability Management](#)