

# Hampshire County Council

## Introduction

This case study of Hampshire County Council is based on an October 2018 survey of Kenna Security customers by TechValidate, a 3rd-party research service.



“The Kenna Security Platform gives us the ability to maximize the security team’s impact on the organization’s risk posture.”

“We have a number of security standards to meet. This is normally done by external ITHC or equivalent. Kenna puts us in a better place to meet these requirements in advance. We have a large number of SSL certificates to manage. Kenna certificate management really helps with this.”

## Challenges

The business challenges that led the profiled organization to evaluate and ultimately select Kenna Security:

- Security challenges experienced that led to implementing the Kenna Security Platform:
  - Too many vulnerabilities with no way to effectively prioritize
  - High volume of security data lacking context for decision making
- Previously used the following to prioritize vulnerability scan data:
  - Spreadsheets
  - An internally developed tool

## Use Case

The key features and functionalities of Kenna Security that the surveyed organization uses:

- Has been actively using the Kenna Security Platform for 6-9 months.
- Kenna Security Platform features most important to them when evaluating competitive or alternative solutions:
  - Integrated real-time global exploit intelligence
  - “off the shelf” integrations with a wide range of security data sources
  - Integrated remediation and ticketing

## Results

The surveyed organization achieved the following results with Kenna Security:

- Most important security challenges the Kenna Security Platform has helped solve:
  - Addressing vulnerabilities that pose the greatest risk to their environment
  - Increased efficiency of vulnerability remediation
- Since implementing the Kenna Security Platform, they have been able to reduce their risk posture score by 10%.
- Most important factors that contributed to the success of their Kenna Security implementation:
  - A partner (MSSP, Reseller)

### Organization Profile

Organization:  
**Hampshire County Council**

Organization Size:  
**State & Local**

Industry:  
**Government**

### About Kenna.VM

Kenna is a software-as-a-service Risk and Vulnerability Intelligence platform that accurately measures risk and prioritizes remediation efforts before an attacker can exploit an organization’s weaknesses. Kenna automates the correlation of vulnerability data, threat data, and 0-day data, analyzing security vulnerabilities against active Internet breaches so that InfoSec teams can prioritize remediations and report on their overall risk posture.

**Learn More:**

[Kenna Security](#)