

# Flowserve Corporation

## Introduction

This case study of Flowserve Corporation is based on an April 2022 survey of Threat Command by Rapid7 (formerly IntSights) customers by TechValidate, a 3rd-party research service.



“The Threat Command by Rapid7 platform, services, and especially account management expertise have been invaluable in identifying areas of internet security exposure our organization did not realize we had, or how much reconnaissance risk and direct targeting by cyber adversaries that needed immediate action and ongoing monitoring.”

“... take action to address external exposure risk and increase our cyber intel beyond internal-only and perimeter security platform coverage.”

## Challenges

The business challenges that led the profiled company to evaluate and ultimately select Threat Command by Rapid7 (formerly IntSights):

- Rated their organization’s current cybersecurity risk profile as Medium.
- Which of the following drove your decision to purchase Threat Command by Rapid7:
  - Needed tailored alerts with context so we know how to act on them
  - Complexity and/or performance of other threat intelligence solutions
  - Needed easy to deploy and use solution that quickly delivers threat intelligence
- Vendors they evaluated before choosing Threat Command:
  - Recorded Future
  - ZeroFox
  - Anomali

## Use Case

The key features and functionalities of Threat Command by Rapid7 (formerly IntSights) that the surveyed company uses:

- What their team leverages Threat Command for:
  - Continuous threat monitoring
  - Brand security (phishing detection, dark web monitoring, data leakage, attack indication)
  - Attack surface monitoring (exploitable data)
  - Executive/MIP protection
  - Fraud campaigns
  - Social media coverage (i.e., fake profiles)
  - Remediation and takedown services
  - Research reports
  - Incident response
  - Security operations intelligence (dark web search, IOC enrichment, MITRE ATT&CK mapping, vertical/regional intel)

## Results

The surveyed company achieved the following results with Threat Command by Rapid7 (formerly IntSights):

- Threat Command features that have been the most impactful to level up daily security operations:
  - Quality of threat intelligence
  - Continuous dark web monitoring
  - Threat actor profiling/engagement
  - In-house remediations and takedowns
  - Advanced investigation (threat mapping)
  - Third-party risk assessment
- Outcomes/benefits realized since deploying Threat Command:
  - Improved visibility and faster detection of threats targeting the organization
  - Reduced exposure to external threats
  - Accelerated remediation and takedowns
  - ROI
  - Improved cybersecurity maturity and risk posture
- Level of improvement in the following since deploying Threat Command:
  - Mean time to detect (MTTD): 50% or more
  - Mean time to containment (MTTC): 25-50%
  - Mean time to recover/repair (MTTR): 0-10%
  - Dwell time (MTTD + MTTR): 50% or more
  - Occurrence of false positives: 0-10%
- Said that since adopting Threat Command, “our threat detection and remediation capabilities have significantly improved.”
- Level of agreement that Threat Command enabled them to:
  - Level up their cybersecurity program: strongly agree
  - Spend more time on innovative work and proactive security initiatives: strongly agree
  - Spend less time conducting investigations: neither agree nor disagree
  - Spend more time on training and skills development: neither agree nor disagree
  - Significantly improve security team efficiency: agree
  - Simplify security workflows: agree
  - Improve their security posture: strongly agree
  - Expand their partnership with Rapid7 vs. relying on other vendors for threat intelligence: agree

### Company Profile

Company:  
**Flowserve Corporation**

Company Size:  
**S&P 500**

Industry:  
**Industrial Manufacturing**

### About Threat Command by Rapid7 (formerly IntSights)

The Rapid7 Insight Platform: Unify Data Collection, Scale With Ease, Integrate Seamlessly. Visibility, Analytics, and Automation Needed to Unite Your Teams and Amplify Efficiency.

Learn More:

[Rapid7](#)