ETS

HOW LOGPOINT EMPOWERS ETS CONSULTING TO IMPROVE CYBERSECURITY

BACKGROUND

In 2015, ETS Consulting was founded to address a growing demand for cybersecurity services. Headquartered in El Salvador, the company's 30 employees serve customers across Central America and the Caribbean in sectors spanning finance, government, and large enterprises. ETS Consulting's distinctive array of solutions includes connectivity, visibility, and security, all underpinned by an unwavering devotion to customer satisfaction.

As a Managed Security Service Provider (MSSP), ETS Consulting has a hybrid infrastructure consisting of on-premises and cloud solutions. With this setup, ETS Consulting can cater to its customers' differing needs, for example, in terms of log storage.

THE CHALLENGE

A leading security solutions provider, ETS Consulting found itself on a quest to augment its existing portfolio with cutting-edge Security Operations Center (SOC) services a few years ago. The existing open-source SIEM solution didn't cut it anymore.

The goal was to provide customers with a harmonious balance between excellence and cost-effectiveness to give ETS Consulting an edge in the competitive landscape.

"We needed to implement SOC services to complement our portfolio and sought an integrated and modular solution to provide our customers with a single pane of glass to monitor and mitigate security incidents," says Natanael Calderón, Technology Manager at ETS Consulting. "A must for the solution was a high technical capacity, allowing us to be competitive."

ETS Consulting's mission was clear: Discovering a scalable, technically robust SIEM solution that would uphold the company's reputation for delivering value and strong services.

FACTS

Customer	ETS Consulting S.A. de C.V.
Industry	Security
Location	El Salvador
Objectives	Implementing SOC services
Results	• Speeds up response time by 80 percent • Reduces time spent on business as usual tasks by 85 percent • Reduces infrastructure costs

THE SOLUTION

In ETS Consulting's search for a fitting SIEM solution, the company scrutinized a range of different vendors, including those in Gartner's magic quadrant. One solution stood out – Logpoint. Logpoint SIEM is fortified with MSSP capabilities through Logpoint Director and a seamlessly integrated SOAR module, providing automated incident and response capabilities.

"Logpoint was the SIEM solution that most closely aligned with our idea of the service we wanted to offer," says Natanael Calderón. "Logpoint has a designated MSSP platform, giving us flexible implementation options with hybrid setups between on-premises, public cloud, and private cloud solutions. Logpoint also comes with a very complete SOAR module, which is natively integrated to the SIEM platform, enabling us to offer more efficient threat mitigation."

Logpoint aligned with ETS Consulting's aspirations and delivered the competitive edge that they sought. Logpoint's licensing model fits their needs, allowing them to scale services solely based on the number of devices, eliminating uncertainty associated with variables like bandwidth and log ingestion.

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>
> **Natanael Calderón**
> Technology Manager

CONTACT LOGPOINT

If you have any questions or want to learn more about Logpoint and our modern SIEM solution visit www.logpoint.com

THE RESULTS

Armed with Logpoint SIEM+SOAR, ETS Consulting is ready to serve customers with unparalleled SOC services based on technologies that analyze security incidents, accelerate detection, automate investigation, and help automate incident response. The service provider can now operate seamlessly in hybrid, on-premises, or cloud environments.

Logpoint's MSSP solution with native SOAR allows ETS Consulting to reduce infrastructure costs. It enables the team to make better integrations and develop improved playbooks, helping the team accelerate threat response.

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