

Case Study:
**Managed Investment
Services**

Managed Investment Services

This investment manager prefers not to be named but will discuss the Huntsman deployment with Huntsman Security prospects one-to-one. For this case study, we'll call the company CTX Investments. It provides investment management services to major life insurers, pension scheme providers and funds management businesses, and is part of a global financial institution.

LOCAL KNOWLEDGE, GLOBAL STRENGTH

CTX doesn't 'run with the herd'. Rather, CTX has a clear focus on delivering industry-leading customer service and superior returns, which it achieves by using advanced market analysis to identify investment opportunities before the rest of the market catches up and lowers returns. CTX has successfully combined expert local knowledge with its substantial global resources.

CTX Investments operates as an autonomous division and is responsible for its own IT operations. The local company employs fewer than 200 people but faces the same security challenges as its global parent. That means CTX must meet corporate IT security, risk and compliance standards with limited resources.

CHALLENGE

The driver for CTX acquiring a SIEM-style solution was the company's headquarters requirement for subsidiaries to meet global corporate standards for monitoring of IT infrastructure. Therefore CTX looked for a system that could address compliance with company policies as well as its broader future needs.

Given the financial area CTX operates in, data integrity was crucial along with preventing unauthorised access to core applications. The ideal security solution was one that delivered both passive and active security, and one that could:

- Provide event logging and real-time network monitoring;
- Ensure data and application security;
- Monitor the effectiveness of the security controls put in place;
- Validate changes made to key system controls by privileged administrators;
- Monitor any changes made to user authorisation.

CTX had only recently set up its own IT function, which had formerly been provided by another division of the parent company. 'We were in effect a Greenfield IT site,' explains CTX's Manager of Information Risk (MIR).

SOLUTION

Managed Security Service Providers were reviewed and they were an attractive option. However, they were cost prohibitive at the time, the cost of the service exceeded CTX's budget. With this option ruled out, CTX refocused its evaluation on selected SIEM solutions. Key issues centred around:

- The cost and ease of implementing specific monitoring requirements.
- The suitability of pre-defined templates, which SIEM vendors offered in large numbers, and the amount of time and effort required to customise them for CTX's specific reporting needs;
- Complex licensing, which raised the cost of ensuring complete collection of all of the data;
- A system that could be easily migrated to an MSSP delivered model, if required in the future.

We were seriously considering an alternative,' CTX's MIR concedes, 'until we ran into one of these issues at the demonstration stage. When we asked the demonstrator to make what we thought was a simple change to a report, he was unable to.'

CTX ultimately chose Huntsman because:

- Huntsman Security just didn't provide a product, rather they provided a solution.
- Huntsman Security's proposal included implementation of the system and the setting-up of reports in line with CTX's requirements
- Pricing was competitive, in part because it was relative to the scale of deployment;
- Huntsman's modular design allowed CTX to acquire only the modules it needed initially, while offering a clear and flexible upgrade path to meet future needs;
- Huntsman Security's customers confirmed that Huntsman delivered what it promised;

'Once we established the solution's capability and affordability,' CTX's MIR stresses, 'support was the deciding factor. Dealing with an organization with a local base is an advantage, but it comes down to the calibre of the people in the end. For the initial deployment, Huntsman came with all the controls and filters needed for security monitoring to the CTX base standard. From this basis, we can readily scale and adapt the system as monitoring requirements and standards change.'

RESULTS

The basic Huntsman deployment was completed ahead of schedule, within budget and easily provides the level of security and compliance mandated by the parent company.

CTX's MIR is generous in his praise for the support his team received. 'Huntsman Security put in every effort to ensure that they delivered what they promised – we couldn't have asked for more. Their people have been responsive and pro-active in offering us help and advice, and I'm confident that Huntsman will deliver much more once we've had a chance to implement more of its functions.'

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