How the industry's only cybersecurity service provider dedicated to small businesses is leveraging CYRISMA to strengthen customers' security posture

ABOUT THE PARTNER

OrbitalFire was founded with the vision of making effective cybersecurity accessible to small businesses, and chose CYRISMA for the multiple risk management capabilities it offered in a single, affordable SaaS platform.

ORBITALFIRE
CYBERSECURITY

OrbitalFire Cybersecurity - Company profile

- **Founded:** 2020
- **Location:** Albany, New York Metropolitan Area
- **Industry:** Computer and Network Security
- **Business:** Managed Security Service Provider (MSSP)
- **Specialities:** Cybersecurity, Compliance, Data Security

OrbitalFire is a New York-based cybersecurity provider that caters exclusively to small businesses' security needs. The company was founded in 2020 with the vision of making cybersecurity services accessible to small businesses - a market segment that the company founders believed had been underserved by the security industry.

OrbitalFire helps clients with:

- Minimizing disruptions and losses from cybercrime
- Complying with Federal and State Regulations
- Defending Against Intrusions, Ransomware, Theft and Scams
- Protecting Bank Accounts and Reputation
- Responding to Third Party Questionnaires
- Securing Sensitive and Critical Data
- Optimizing Cybersecurity Investments

The Problem

Small businesses underserved by the cybersecurity industry

Cybersecurity is a trillion-dollar industry, yet for the longest time there were zero options for small businesses trying to protect themselves against cyber threats. OrbitalFire was founded in 2020 to address small businesses' security concerns.

While there was much talk about cybersecurity product proliferation and tool sprawl in larger enterprises, small businesses found themselves without viable technology solutions to secure their environments.

The SMBs that OrbitalFire worked with needed only five percent of what the big industry players were offering. These products were completely unaffordable and inaccessible to SMBs.

The Solution

An effective, affordable cyber risk management platform that helps reduce risk across computing environments and extended attack surfaces

"We started out with CYRISMA and have never left"

OrbitalFire partnered with CYRISMA for the multiple risk management capabilities it offered at an affordable price. Reg Harnish, OrbitalFire's CEO, says that CYRISMA'S vision and value proposition aligned perfectly with what OrbitalFire was trying to do – provide an effective and affordable risk reduction solution to small businesses.

CYRISMA's all-in-one, consolidated platform brought together the most useful capabilities needed for risk management in a single, unified ecosystem. In addition to Vulnerability Scanning, the CYRISMA platform includes tools for Sensitive Data Discovery, Secure Baselining, Risk Monetization, Dark Web Monitoring, Risk Assessment Reporting and Compliance Monitoring.

OrbitalFire's team was able to pick up and use CYRISMA within a couple of hours, which contrasts with some of the more complex tools in the market that take days to set up and be made effective. CYRISMA also offered attractive pricing models that worked well for OrbitalFire's small business customers.

A multi-feature, data-centric platform that goes beyond vulnerability scanning

"It's not just a vulnerability scanning agent but combines a whole bunch of other capabilities, which I love. I love the data centricity about it - that was really important for us." - Reg Harnish, CEO, OrbitalFire

CYRISMA can handle a quarter of the spider chart of services provided by OrbitalFire

OrbitalFire provides a whole range of cybersecurity services to customers and follows a risk and compliance-driven process. Customers' cybersecurity programs are based on established frameworks, regulatory mandates, and aggregate risk. "When we look at the spider chart of the services we provide, a quarter of that chart can be handled by CYRISMA", Harnish says. The CYRISMA platform does a number of things that are important to OrbitalFire and its customers, and CYRISMA continues to be the company's most important vendor.

"Lots of folks are attacking the big players these days, but CYRISMA has a huge head start."

About CYRISMA

CYRISMA is a consolidated SaaS platform for complete cyber risk management. With multiple scan types and capabilities included in a single interface, CYRISMA eliminates the cost and complexity of the multiple scanning and assessment tools that you would otherwise have to use for effective risk management.
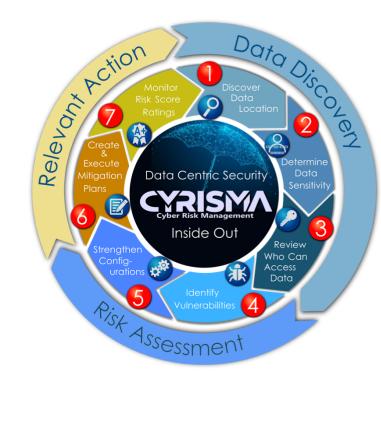
Platform capabilities:

1. Sensitive Data Discovery
2. Internal and External Vulnerability Scanning (Agent-less and Agent-based)
3. Secure Configuration Assessment
4. Dark Web Monitoring
5. Risk Monetization
6. Risk Mitigation
7. Compliance Tracking
8. Risk Scoring and Reporting

Why use CYRISMA:

- Allows for tool consolidation, reduces complexity
- Multiple powerful features in a single platform
- Outcome-focused, with easy-to-track, measurable results
- Easily addresses budget and resource constraints
- Reporting on several critical, sensitive risk areas
- Best solution for Cyber Risk Assessments

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