CYRISMA

CASE STUDY

Auto Lenders

Auto Lenders - a New Jersey-based pre-owned car dealership chain - chose CYRISMA for its holistic capabilities, affordability, ease of deployment, and support quality. "You're going to save a lot of money consolidating all your tools with CYRISMA," says Charles Mendoza, CISO at Auto Lenders.

AL

Location – New Jersey
Founded – 1990
Industry – Automotive
Business – Pre-owned Car Dealership Chain
Endpoints – 500

Originally founded in 1990, Auto Lenders has been New Jersey's #1 pre-owned car dealership for over a decade and currently has 6 showrooms in New Jersey and 3 in Pennsylvania. It offers high-quality, one-owner vehicles on the market and an efficient, friendly retail experience.

Auto Lenders started using CYRISMA on the recommendation of Charles Mendoza, the new CISO, who'd used the platform in his previous role and loved it.

THE PROBLEM

One of the goals for Auto Lenders when Mendoza joined as CISO was ensuring good cyber insurance coverage. They wanted to make sure that the cybersecurity insurance premium they were paying did not increase. With Mendoza's guidance, they were able to increase insurance coverage while actually reducing the premium.

Auto Lenders adopted the CYRISMA platform because the cybersecurity solutions they had been using earlier were not providing return on investment. CYRISMA was affordable and effective, and started showing results almost immediately.

THE SOLUTION

At his earlier organization, Mendoza had had a very good experience managing cyber risk with CYRISMA, and chose to use the platform at Auto Lenders too. He had carefully vetted CYRISMA at his previous company and it had easily outperformed competitors at the time.

THE SOLUTION

Multiple capabilities in one platform - Low cost, High value

To Mendoza, using CYRISMA is a no brainer - It's a single, integrated platform that takes care of functions ranging from GRC to vulnerability management to overall risk management, all at a fraction of the price charged by other vendors. The platform is so well-rounded in how it enables overall risk reduction, it pays for itself almost immediately.

The senior management team at Auto Lenders had some hesitation prior to adopting CYRISMA because of how inexpensive it was. It seemed too good to be true and, going by the cost, the team was worried the platform would underperform. However, a proof-of value laid their doubts to rest.

Proof of Value - Quick results & Excellent support

When they trialled CYRISMA, the Auto Lenders team could see scan results and assessment reports first-hand and evaluate for themselves how effective and useful the platform was. In addition to CYRISMA's impressive performance,

they also loved how approachable and responsive the support team was.

Sensitive data discovery and data protection capabilities

At the time of writing this case study, the IT team at Auto Lenders is in the middle of auditing sensitive data in their environment using CYRISMA's Data Scan capability. Team members found to be in violation of data protection and privacy requirements will be notified soon, with instructions for securing any exposed data.

Mendoza has found CYRISMA's data metrics to be extremely valuable. The data scan, dark web monitoring and risk quantification results have provided much-needed perspective and visibility into the company's sensitive data and its monetary value.

Advice to other organizations that are considering CYRISMA

Auto Lenders CISO Charles Medoza recommends CYRISMA highly because of its strong and holistic capabilities, affordability, ease of deployment, and support quality. "You're going to save a lot of money consolidating all your tools with CYRISMA," he says.

"You can create a really strong cybersecurity program with a partner like CYRISMA. They give you much greater visibility into your program, and even if you're using alternative or competing products in your organization, with CYRISMA you can gauge if they're functioning correctly.

If CYRISMA is providing the same analytics as the other tools at a fraction of the cost, why would you want to stay with those other tools?"

- Charles Mendoza, CISO at Auto Lenders

About CYRISMA

CYRISMA is an all-in-one, cloud-hosted cyber risk management platform created with the vision of reducing cybersecurity complexity and making high-quality security technology accessible to all organizations and institutions. It simplifies the process of identifying, assessing, and mitigating cyber risk, while eliminating high licensing costs, long deployment times, and burdensome technologies.

The company was founded in Rochester, NY in 2018.

Platform capabilities include:

◦ Vulnerability and Patch Management
◦ Sensitive Data Discovery
◦ Secure Baseline Scanning
◦ Dark Web Monitoring
◦ Risk Monetization
◦ Risk Mitigation
◦ Cyber Risk Assessment Reporting
◦ Compliance
◦ Active Directory Monitoring

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