

## CASE STUDY

# Alliance InfoSystems

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*Baltimore-based MSP Alliance InfoSystems saw immediate improvements in visibility, operations and vulnerability resolution after adopting CYRISMA. They chose to partner with CYRISMA for its vulnerability management capability, but once they started using the platform, they found data scanning immensely powerful as well.*



**Location** – Baltimore

**Founded** – 2004

**Industry** – IT Services

**Business** – Managed IT  
Services & Consulting

**Agents** – 10,655

Founded in 2004 in Baltimore, MD, Alliance InfoSystems (AIS) provides information technology management and security services to businesses across the United States. With its innovative network security solution, Guardian Network Protection Service, AIS delivers high operational efficiency & protection to its clients.

## THE PROBLEM

Baltimore-based MSP Alliance InfoSystems was in the market for a vulnerability management tool when the team discovered CYRISMA.

The tools they were using earlier - CyberCNS and Nodeware - didn't fit what the company needed. These products had some good scanning capabilities and features, but they weren't straightforward to use and were confusing for clients. They would also often miss important vulnerabilities.

## THE SOLUTION

AIS partnered with CYRISMA after watching a demo of the platform, and saw immediate improvements in operations, visibility and vulnerability resolution.

Sonny Baldwin, Cybersecurity Engineer at AIS, says that while they decided to go with CYRISMA for its vulnerability management feature, they found the platform's data scanning capability incredible once they started using it. Deployment was smooth & hassle-free, and everything was visible and easy to understand.

## THE SOLUTION

### Ease of use and enhanced visibility

CYRISMA was so simple to use, even auditors could easily pull any data they needed. The new UI, introduced in August 2023, made it even more intuitive & straightforward. Everything the team needs is now visible and easy to find, & there is no additional training needed even for non-IT users to navigate the platform.

### More effective vulnerability resolution

The CYRISMA platform also significantly strengthened Alliance's vulnerability resolution capability. Before switching to CYRISMA, the team would often miss important vulnerabilities, whereas with CYRISMA they were able to consistently keep their clients' risk grades in the C - B range.

*"We came in for the vulnerability management feature but find that we love data scanning too. It's one of those things that look extra, but it's a really good extra to have and our clients love it. They don't even know that it's something they would want or need until we show them what we can do with it."*

**Sonny Baldwin, Cybersecurity Engineer, AIS**

Baldwin adds that patch management with CYRISMA has been very smooth & reporting is easy. The team can quickly generate clear, concise reports that present everything that their clients need in an easy-to-understand format.

### Meeting compliance needs

Another CYRISMA feature that is rated highly by the MSP is compliance tracking which, along with the data scanning capability, will be particularly useful for its Healthcare and Finance sector clients who need to adhere to strict data privacy regulations.

The AD Monitoring feature & Microsoft Secure Score, too, have been extremely valuable to clients.

### Great value

From a cost perspective, CYRISMA has been a great deal for AIS. The benefits for the MSP's clients have been huge especially given how affordable the platform is.

*"It's been a great deal for us. When you look at the cost to us as opposed to the benefit for our clients the value becomes even clearer."*

**Sonny Baldwin, Cybersecurity Engineer, AIS**

## 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

For more information, visit [www.cyrisma.com](http://www.cyrisma.com)

