Trellix | **aws**

Netsafe - Building Security Expertise Through Comprehensive Platform Training & Transforming Security Operations with AWS Integration

Company Overview

Company: Netsafe

Location: Sao Paulo, Brazil

Revenue: $4M

Netsafe is a cybersecurity organization focused on protecting digital infrastructure and providing security services to clients across various industries. As a company that prioritizes staying at the forefront of cybersecurity technology, Netsafe has built its reputation on delivering comprehensive security solutions and maintaining deep expertise in emerging security platforms. Netsafe's team of dedicated Information Security Analysts continually adapts to emerging technologies.

The Challenge

Netsafe faced a critical knowledge gap that was impacting their operational effectiveness. The security team had limited familiarity with Trellix® applications, which posed significant challenges for their daily security operations. This lack of expertise was particularly problematic in several key areas:

Knowledge Limitations:

- Limited understanding of Trellix platform features
- Limited experience with query manipulation across security tools
- Inadequate research methodologies for effective threat analysis
- Inefficient daily operations caused by tool unfamiliarity

Operational Impact:

- Slower incident response times due to learning curves
- Reduced confidence in security assessments and recommendations
- Limited ability to leverage advanced features of security platforms
- Potential gaps in threat detection and analysis capabilities

The organization recognized that to maintain their competitive edge and provide superior security services to their clients, they needed to rapidly build expertise in Trellix solutions while simultaneously improving their overall security posture.

The Solution

Recognizing the need for comprehensive security coverage, Netsafe made a strategic decision to implement a full-spectrum Trellix security ecosystem on Amazon Web Services (AWS). This ambitious deployment included seven core Trellix solutions procured through the AWS Marketplace, designed to address every aspect of their security requirements:

Comprehensive Security Stack:

- **Trellix Network Security:** Providing advanced network threat detection and prevention capabilities

- **Trellix Email Security:** Protecting against email-borne threats and phishing attacks

- **Trellix Helix Connect:** Serving as the central security operations platform for unified visibility

- **Trellix Wise™:** Enabling intelligent automation and advanced threat analysis

- **Trellix Data Security:** Protecting sensitive information across all data states

- **Trellix Endpoint Security:** Securing all endpoint devices and user access points

- **Trellix Threat Intelligence:** Providing real-time intelligence feeds and threat context

Deployment Architecture: The implementation utilized a sophisticated hybrid deployment model leveraging AWS infrastructure that balanced security requirements with operational flexibility:

- **AWS Cloud Components:** Core security functions deployed on AWS infrastructure for scalability and performance

- **Hybrid Integration:** Seamless connectivity between on-premise systems and AWS-hosted Trellix solutions

- **AWS-Native Features:** Leveraged Amazon VPC for network segmentation and AWS CloudTrail integration for enhanced logging

- **Scalable Infrastructure:** AWS-based architecture designed to accommodate future growth and expansion with elastic scaling capabilities

Training and Knowledge Transfer: A critical component of the implementation was the comprehensive training program that accompanied the AWS-based technology deployment. This program was specifically designed to address the initial knowledge gap and transform the security team into Trellix experts operating on AWS infrastructure.

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Results and Business Impact

The AWS-hosted Trellix implementation transformed operations, exceeding expectations.

Operational Excellence:

- **Dramatically Improved Response Times:** The security team achieved significantly faster incident response capabilities, reducing the time from threat detection to resolution through AWS cloud performance

- **Enhanced Consultation Efficiency:** Security consultations became more streamlined and effective, allowing the team to handle more cases with greater accuracy

- **Increased Application Precision:** The accuracy and effectiveness of security applications improved substantially, reducing false positives and ensuring genuine threats received appropriate attention

- **AWS Scalability Benefits:** The AWS deployment enabled dynamic scaling during high-threat periods without performance degradation

Knowledge and Capability Enhancement:

- **Platform Mastery:** Team members successfully mastered query manipulation techniques across all Trellix platforms on AWS

- **Advanced Research Capabilities:** The organization developed sophisticated threat research methodologies that enhanced their analytical capabilities

- **Cross-Platform Integration:** The team gained expertise in leveraging the integrated nature of the Trellix ecosystem with AWS services for maximum security effectiveness

Strategic Business Benefits:

- **Competitive Advantage:** Enhanced expertise positioned Netsafe as a more credible and capable security service provider

- **Client Confidence:** Improved security posture and demonstrated expertise increased client trust and satisfaction

- **Operational Efficiency:** Streamlined processes and improved tool utilization on AWS resulted in better resource allocation and productivity

- **Cost Optimization:** AWS deployment model provided cost-effective access to enterprise-grade security capabilities without significant infrastructure investment

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Strategic Future Vision and Service Evolution

Netsafe's success with Trellix on AWS has established a foundation for continued growth and technological advancement. The organization has committed to maintaining a close strategic relationship with both Trellix and AWS, recognizing the value of staying aligned with leading security technology innovations.

Long-term Partnership Strategy:

- **Technology Evolution Tracking:** Netsafe actively monitors and evaluates new Trellix product developments and AWS security service enhancements

- **Continuous Learning:** The organization maintains ongoing training programs to ensure team expertise remains current with both Trellix and AWS capabilities

- **AWS Expansion Readiness:** Future technology deployments are planned to leverage additional AWS services and extend the existing Trellix infrastructure

- **Cloud-Native Security:** Exploring advanced AWS security services integration to complement the Trellix ecosystem

This case demonstrates how a comprehensive approach to security platform implementation on AWS, combined with effective training and change management, can transform an organization's security capabilities and competitive position in the market.

Trellix is available in the AWS Marketplace.

Contact us today.