Case Study

Empower prioritization of mission-critical tasks with streamlined scans and user friendly interface.

Granite
Edvance™

Meet the Security Expert

Chris Nadeau

VP of Information Security

Granite Edvance is a non-profit agency that aids New Hampshire families plan and pay for higher education. Nadeau and his team are responsible for overseeing all devices and assets connected to the network are secure and protected, ranging from HVAC and OT devices, to anything with an IP address.

Nadeau and his team take their roles seriously to ensure that Granite Edvance can continue to achieve their mission-critical goals of helping local families obtain the financial support they need for higher education.

Their existing tools, Lansweeper and Tenable Nessus, proved to be difficult, limiting, and time-consuming. So, they began the search for an improved, alternative solution.

Granite Edvance™

Company Size
93 employees

Industry
Higher Education / Banking

Location
Concord, New Hampshire

Use Cases

- Cyber asset discovery
- Cyber asset inventory
- Cyber risk management and mitigation
- Cyber asset hygiene

Case Study

A noble **cause**

Granite Edvance is a non-profit agency committed to helping New Hampshire families plan and pay for higher education for nearly 60 years. They aspire to be recognized as a capable, trusted, and innovative leader in educational loan services that enhance the promotion, advancement, and support of higher education for the state of New Hampshire by providing K-12 and postsecondary students and schools with expertise in the student loan industry.

For Nadeau and his small but mighty team of three, it is their responsibility to oversee that all devices and assets connected to the network are secure and protected. So when their existing tools (Lansweeper and Tenable Nessus) were proving to be difficult, limiting, and time-consuming to use and manage, they began the search for an improved, alternative solution.

> The IT team used Lansweeper to find all the basic IT assets like printers and phones.

"But it was an old school legacy solution that was very insecure, took a lot of care and feeding to maintain, and required an on-premise server (no SaaS solution). It was spraying the network with domain admin credentials to find everything and we had pentesters come in and they were able to leverage those to attack things. We had just had enough of the product."

Chris Nadeau
VP of Information Security

On the security side, Tenable's Nessus has a learning curve to it. I have had issues with the scans impacting database backups, system performance issues with high availability systems, and impacts to other sensitive systems from my previous life in manufacturing where poorly timed and improperly tuned scans had impacted manufacturing equipment processes including SCADA and ICS systems.

"The problem with using Nessus to do network discovery is that you may not know what you are scanning until the initial scans are run to discover assets which could impact an unknown number of systems in a negative way. With runZero, I found that I didn't need to take time to be trained on how to set up scans. I did not need to go through the settings to fine tune everything. It took us 20 minutes to figure out how to use the platform and get it up and running by entering a couple subnet ranges to start scanning. As I expanded the scanning, I found it had no impact on any of our infrastructure and I now have standard subnet ranges scans running on an hourly basis against various subnet ranges. runZero has provided a lot of confidence for us."

Immediate **benefits**

While the team considered a few other options, they first leveraged runZero's free 21–day trial to determine if it was the best solution for them. Once they saw runZero's vast discovery capabilities, leveraging its proprietary, unauthenticated scanner to efficiently extract asset details and accurately fingerprint operating systems, services, and hardware, Nadeau and his team were hooked.

Now with a full and accurate inventory of all the assets and devices they have on their networks, Nadeau and his team are able to perform comprehensive cyber risk management and mitigation for a more proactive approach to their security program.
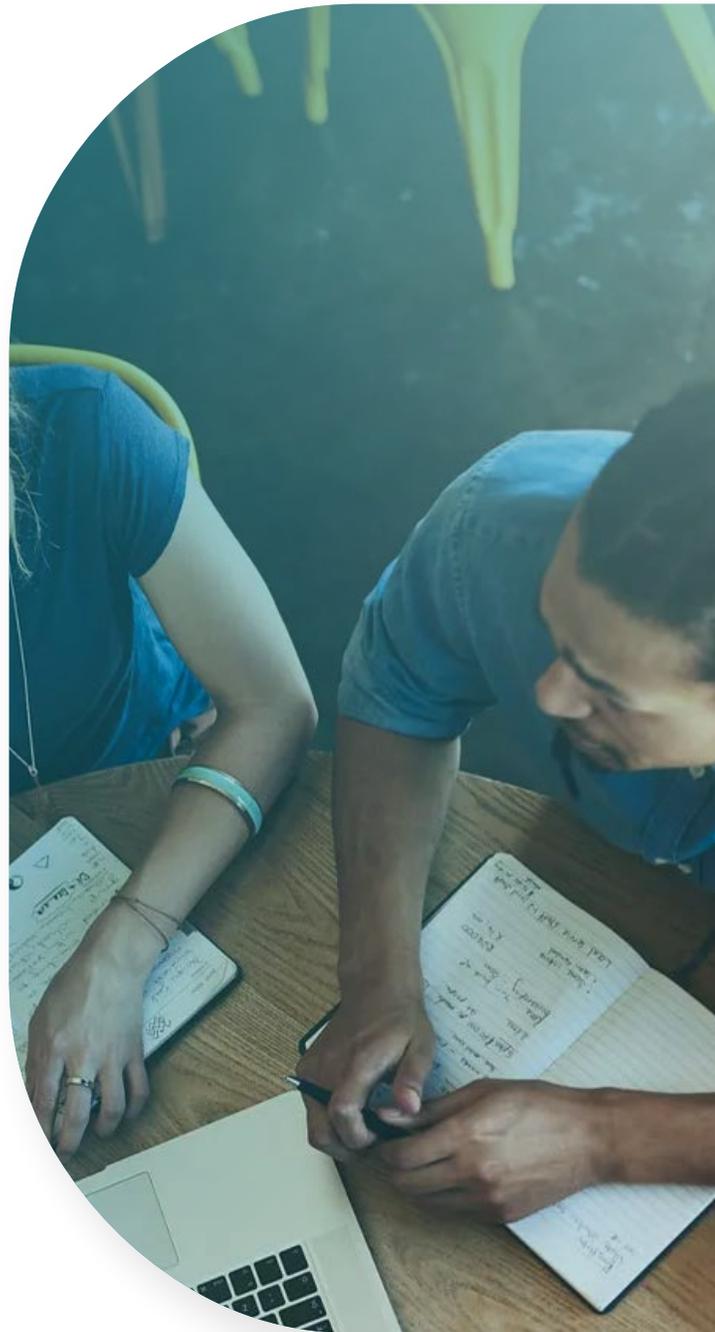
"We have runZero linked with our EDR provider. If runZero sees a system and our EDR provider does not, we set it up so that we will get an alert that says, 'Hey! Our EDR provider is probably not installed on this system,' and that indicates to us that we need to go check that out."

EDR INTEGRATIONS

Granite Edvance utilized one of runZero's EDR API integrations to sync and further enrich their cyber asset inventory. This has enabled them to discover gaps in their EDR coverage and zero-in on endpoints missing endpoint protection to further strengthen their security.

Our environment can be quite complex. When a new vulnerability comes out, finding out whether there are things that might be affected by it is not always easy or automatic to tell what's out there and what might be active. There may be devices offline that may come back online at some point when the person returns from vacation. We want to be sure that we don't miss things like that. A point in time isn't necessarily going to capture all that. So runZero is very helpful in those types of situations.

Faster speeds and faster **results**

Nadeau and his team are no longer slowed down by time-consuming vulnerability scanners to scan their network and provide the asset data they need.

QUICK AND EASY

runZero's fast scan times paired with its ease of use have saved Nadeau and his team valuable time to dedicate to more mission critical needs.

"Because of runZero's ease of use, I don't need to have an engineer on it. I can have a help desk employee easily get in there. If they have a question, it's easy to find the solution or figure it out."

The difference with runZero is that once we figured out our ranges, we lined them up, and we started getting all the data in. It was instantaneous.

Nadeau had a few parting words to sum up his experience so far with runZero:

> The overall experience has been fantastic. It has really provided a lot of insight into our environment, insight we didn't know we needed. We thought we had great coverage and thought we knew what was on our network until we ran runZero. It helped us identify some significant gaps that we took care of. It's all been eye opening.

Chris Nadeau
VP of Information Security
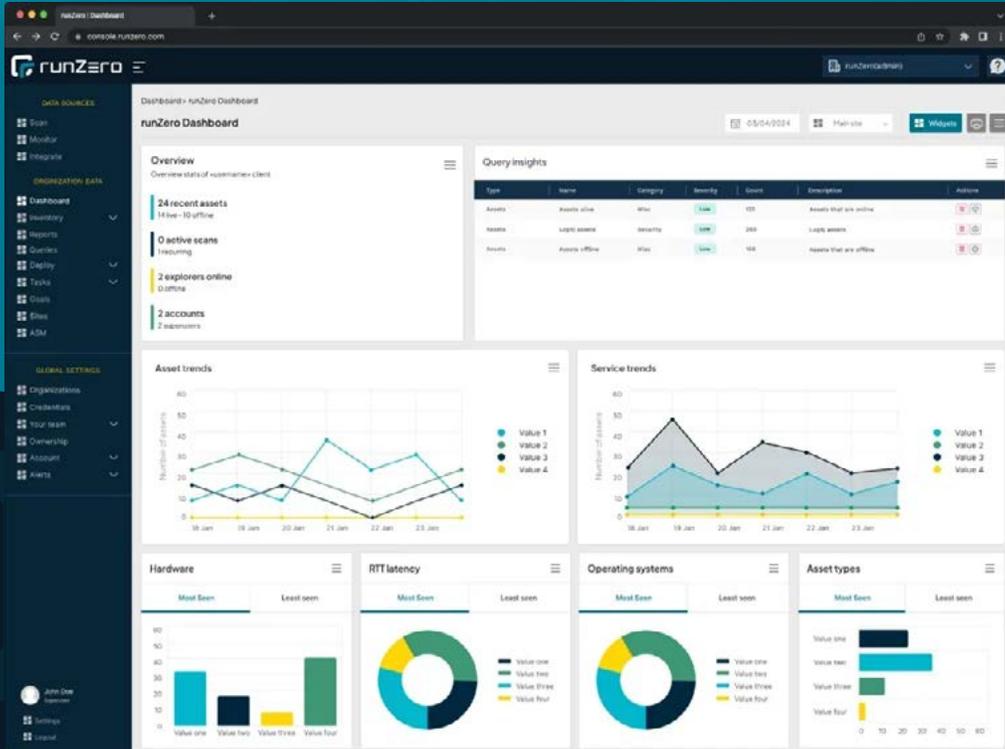
About runZero

runZero delivers the most complete security visibility possible, providing organizations the ultimate foundation for successfully managing exposures and compliance. Rated number one on Gartner Peer Insights, their leading cyber asset attack surface management (CAASM) platform starts delivering insights in literally minutes, with coverage for both managed and unmanaged devices across the full spectrum of IT, OT, IoT, cloud, mobile, and remote assets. With a world-class NPS score of 82, runZero has been trusted by more than 30,000 users to improve security visibility since the company was founded by industry veteran HD Moore. To discover the runZero Platform for yourself, start a free trial today or visit the website.

Reduce overall risk by gaining visibility into your network.

Try runZero for Free