

Terra Firma
chooses
Covalence,
reduces total
cost of
ownership.

Case study at a glance

Company

Terra Firma Capital Partners Limited

Industry

Financial services

Website

terrafirma.com

Business Need

24/7 managed detection and response for remote workers and hybrid infrastructure.

Solutions

Field Effect's Covalence® managed detection and response platform.

Results

Reduced total cost of ownership through a multi-featured, end-to-end managed security solution with a great price point.

Increased threat investigation and remediation efficiency through Covalence AROs and better visibility across endpoints, cloud services and network.

Realized 75% time savings from managed detection and response, and continual expert analysis, support, and counsel.

terra firma

The Company

Once you understand the mission at Terra Firma Capital Partners Limited, it's clear that not all private equity firms are alike. The London, UK based entrepreneurial leader has an impressive track record—€17 billion invested in 34 businesses, representing an aggregate enterprise value of over €48 billion.

Explains Lee Colvin, Head of IT and Infrastructure, who has led Terra Firma's IT and information security strategy and operations for more than 20 years, "we are very unique in terms of how we look at deals. We don't just buy and sell companies—we build better businesses."



This attention to high quality also extends to cyber security—and Terra Firma doesn't settle for second best. "My team and I are tasked with supporting the IT and security needs of a financial services firm, 24/7, in one of the most targeted industries," says Lee. "Our security defence must be spot on."

The Challenge

Lee has experienced a lot of change managing IT and infosec at Terra Firma—especially with the adoption of remote working due to COVID-19 restrictions.

Prior to the pandemic, Terra Firma's 70 employees worked onsite. Now everyone was working remotely from home offices.

His biggest challenge was ensuring he had the technology and support to stay well ahead of new threats and risks across the firm's modern, growing IT infrastructure.

It was time for Lee to re-evaluate security strategies to strengthen his protection and maximize visibility across all aspects of the new work environment.

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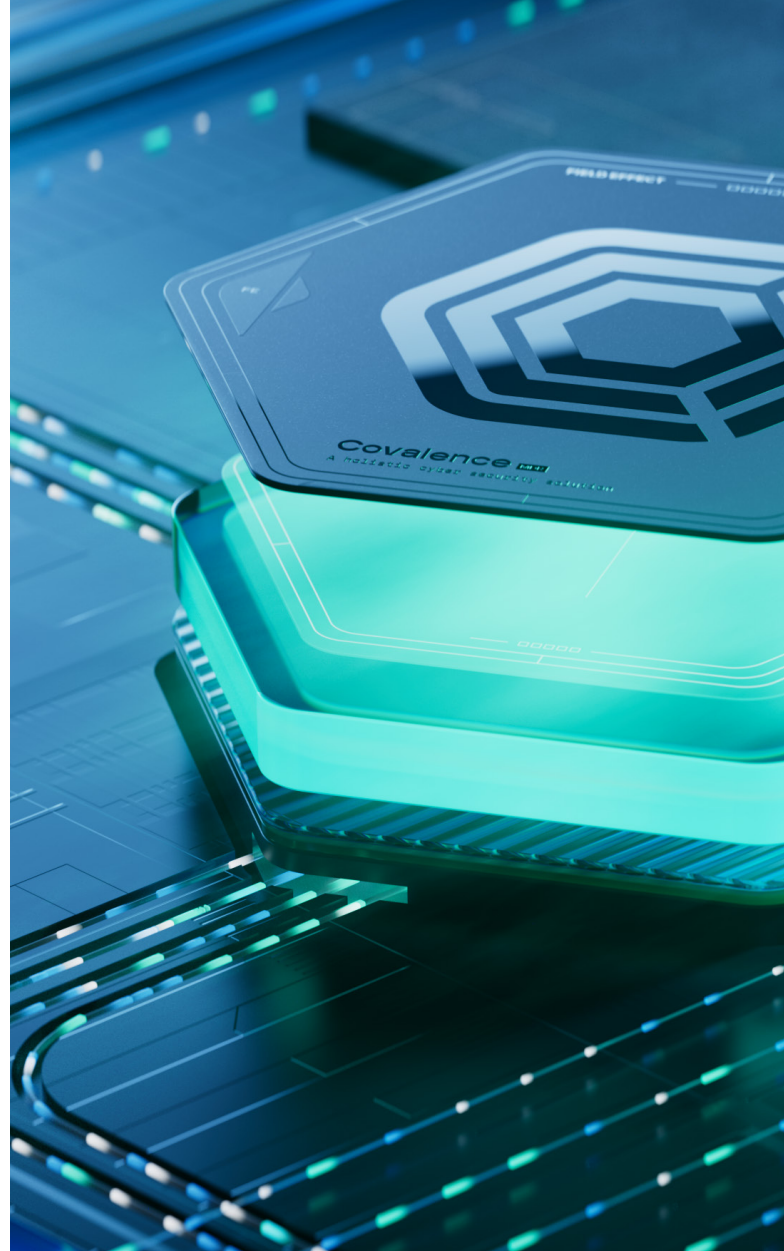
Without resources to build skills or tools in-house, he needed a managed security service that would meet his needs for complete end-to-end protection and 24/7 monitoring capabilities across Terra Firma's endpoints, cloud services, and network.

The Solution

Lee researched a range of security monitoring solutions, including managed detection and response, and endpoint detection and response. He also looked at options for working with managed security service providers.

It took time for Lee to navigate through the vendor noise. "The security market is really broken. Everyone is selling next-generation boxes and touting artificial intelligence and other promises. Adding to the challenge, some products only looked at endpoints while others monitored just networks or clouds. The pricing models also differed widely."

After a nine-month evaluation of vendor offerings, he chose Field Effect's Covalence® managed detection and response solution.



"I really liked that Covalence wasn't masked in buzz words and sales language," Lee explains. "It was very easy to understand the value of Covalence's capabilities."

For Lee, the fact Covalence offered a complete security solution with full coverage across his IT environment was a major benefit. "The trend for many vendors in this space is focusing only on the endpoint. Covalence offers an all-in-one solution from one platform for managed detection and response that covers all aspects of our traffic—endpoints, cloud services, and network."

FIELD EFFECT

Pricing was another convincing factor. "When I looked at pricing models, there were huge discrepancies across the board. Some charge by endpoint, or cloud instance, and these can become complicated. As a buyer, this becomes an entry market hurdle for me," says Lee.

"In contrast, Covalence offers a simple approach by user and its price point enables any company large or small to implement a fully managed security service."

Another unique differentiator for Lee is Covalence's proprietary threat alerting and reporting. Through Covalence's ARO process, security events are consolidated into clear and actionable reporting, providing three types of alerts—a required Action, Recommendation, and Observation. This results in focused alerting with reports that provide clear, practical information with specific remediation steps. Each ARO is checked by Field Effect's cyber analysts and guides priority, response time, and activities needed to better protect networks.



Using Covalence, I'm saving time and money every day.

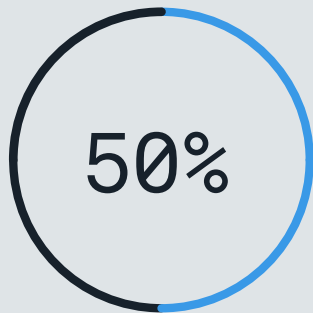
Says Lee, "In information security, it is all about minimizing the attack surface, and that's where the AROs are extremely helpful. The alerts are in plain English and provide the detail we need to quickly action events, remediate potential issues, and put measures in place to continually improve our security."

He adds, "In the past, isolating a machine to investigate a potential compromise could take a whole day, requiring time to sort and interpret the alerts. With Covalence and its AROs, it literally takes a few minutes to understand the issue and the action needed."

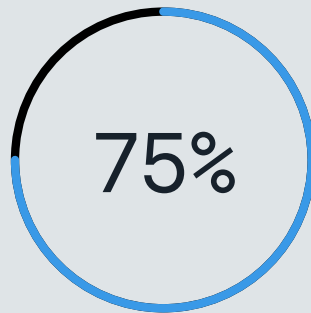


The Results

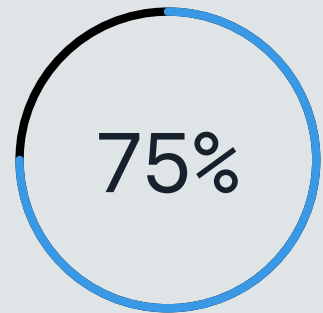
Through its end-to-end coverage, intelligent features, capabilities, and price point, Lee says Covalence has significantly reduced his total cost of ownership.



Cut total cost
of ownership



Improvement in threat
detection and remediation



Time saved monitoring,
detecting, and responding
to threats and risks

"Using Covalence, I'm saving time and money every day," he says. "I've gained one of the most advanced threat monitoring, detection, and response platforms in the market with features that make it incredibly easy to understand and respond to threats and risks—at an approachable cost."

"As a small team supporting modern work and defending against new attack vectors, that's huge for us."

Through Covalence's holistic approach to security and innovative AROs, Lee has realized a 75% time savings across the board and improved threat detection and remediation—in some cases, going from one day to mere minutes.

He explains, "I'm able to identify and action potential threats much more quickly, saving time to focus on other aspects of our IT operations."

Field Effect's dedicated support also raises the bar. "It's obvious the Field Effect team sincerely cares about customers and their security," Lee shares.

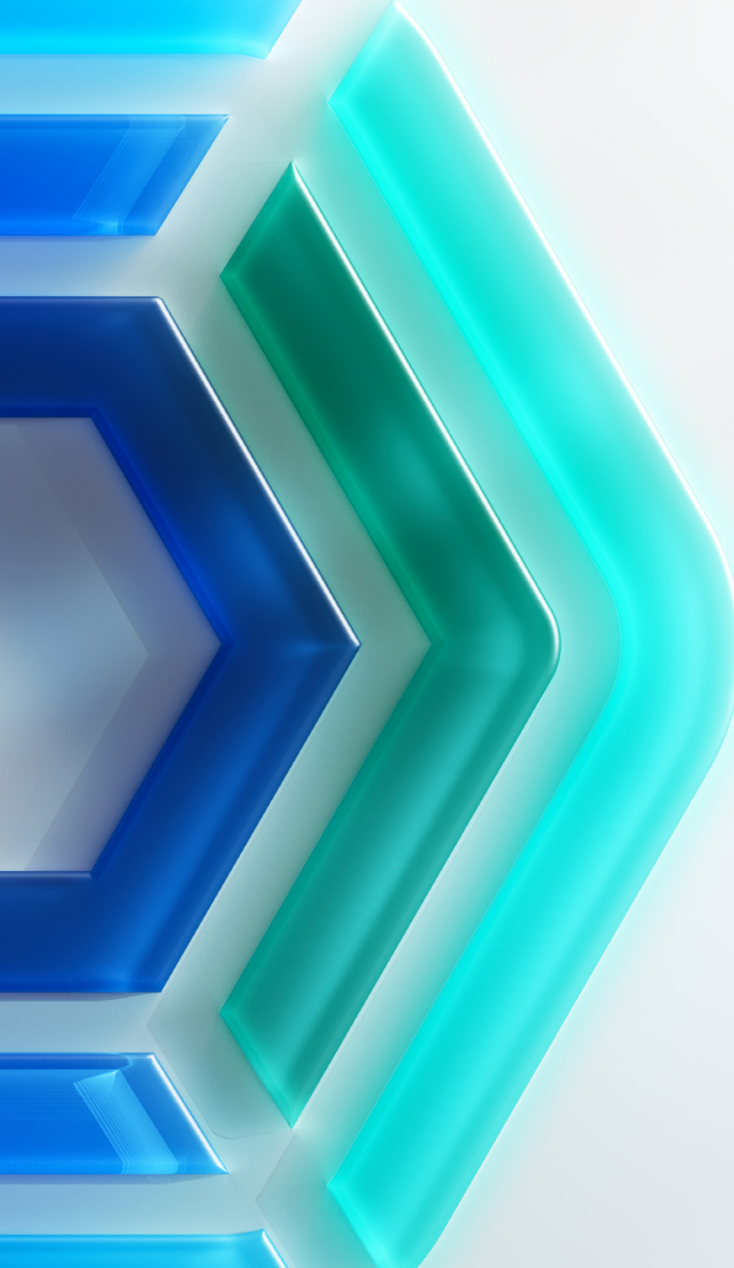
"We do a monthly call with the Field Effect security analysts and discuss our AROs, security posture, and future product features," he adds. "This is really helpful in terms of visibility to potential issues, but I'm also gaining continual knowledge about changes in the threat landscape and ways I can advance our protection."

"It's much more of a partnership than a vendor relationship."

“ Covalence dramatically lowers total cost of ownership, providing an all-in-one solution that protects every aspect of your IT environment at a great price point.

Lee Colvin

Head of IT and Infrastructure – Terra Firma Capital Partners Limited



The most sophisticated managed detection and response solution on the planet, made simple.

Covalence is an easy-to-deploy, cost-effective cyber security solution that monitors and protects your entire threat surface—endpoints, networks, and cloud services—all from a single platform. No add-ons, no modules, and no gaps in your security. Covalence not only monitors every aspect of a business's threat surface, but it also reduces alert fatigue and false positives by aggregating data from multiple security events into simple, actionable remediation steps.



Covalence

About Field Effect

Field Effect, a global cyber security company, is revolutionizing the industry by bringing advanced cyber security solutions and services to businesses of all sizes.

After years of research and development by the brightest in the business, we have pioneered a holistic approach to cyber security. Our complete Managed Detection and Response (MDR) solution, flexible simulation-based training platform, and expert-led professional services form a unified defence that results in superior security, less complexity, and immediate value. We build solutions that are sophisticated, yet easy to use and manage, so every business owner can get the hands-free cyber security they expect and the sleep-filled nights they deserve.

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