

# Large Enterprise Telecommunications Equipment Company

## Introduction

This case study of a large enterprise telecommunications equipment company is based on a December 2018 survey of Kenna Security customers by TechValidate, a 3rd-party research service. The profiled company asked to have their name blinded to protect their confidentiality.



“Kenna has enabled the organization to effectively target vulnerability remediation by focusing on what is important. It has been pivotal in enabling us to obtain ISO27001 certification. In terms of helping to assess vulnerabilities and target remediation, there is no other tool like Kenna.”

## Challenges

The business challenges that led the profiled company to evaluate and ultimately select Kenna Security:

- Security challenges experienced that led to implementing the Kenna Security Platform:
  - Too many vulnerabilities with no way to effectively prioritize
  - High volume of security data lacking context for decision making
  - No way to quantify or measure risk from vulnerabilities
  - Inefficiencies in vulnerability remediation
- Previously used the following to prioritize vulnerability scan data:
  - Spreadsheets

## Use Case

The key features and functionalities of Kenna Security that the surveyed company uses:

- Has been actively using the Kenna Security Platform for 9-12 months.
- Kenna Security Platform features most important to them when evaluating competitive or alternative solutions:
  - Integrated real-time global exploit intelligence
  - Data science-based risk scoring methodology
  - “Off the shelf” integrations with a wide range of security data sources

## Results

The surveyed company achieved the following results with Kenna Security:

- Most important security challenges the Kenna Security Platform has helped solve:
  - Addressing vulnerabilities that pose the greatest risk to their environment
  - Increased efficiency of vulnerability remediation
  - Transforming security data into actionable intelligence
  - Finding a quantifiable way to measure, reduce and report on risk
- Reduced their risk posture score by 50% since implementing the Kenna Security Platform.
- Most important factors that contributed to the success of their Kenna Security implementation:
  - The Kenna Customer Success team (CSM, CSE)
  - The Kenna support team

### Company Profile

The company featured in this case study asked to have its name publicly blinded because publicly endorsing vendors is against their policies.

TechValidate stands behind the authenticity of this data.

Company Size:  
**Large Enterprise**

Industry:  
**Telecommunications Equipment**

### About Kenna Security

Kenna is a software-as-a-service Risk and Vulnerability Intelligence platform that accurately measures risk and prioritizes remediation efforts before an attacker can exploit an organization’s weaknesses. Kenna automates the correlation of vulnerability data, threat data, and 0-day data, analyzing security vulnerabilities against active Internet breaches so that InfoSec teams can prioritize remediations and report on their overall risk posture.

**Learn More:**

[Kenna Security](#)