

MAIRE Trusts Exabeam to Deliver Continuous Value

About MAIRE

MAIRE is a global leader in technology, engineering, and energy transition, with a presence in 50 countries and over 10,000 employees. For MAIRE, cybersecurity is a strategic imperative — their Cyber Fusion Center team aims to improve the company's security posture across their network, while also standardizing security across their customer and provider stack. With a mission to protect their environment and earn customers' trust, MAIRE needed a security operations platform that could rise to the challenge.

The Challenge

Prior to Exabeam, MAIRE utilized a traditional SIEM, primarily for data ingestion within their Microsoft-centric environment. However, they recognized the need for a more robust solution that could effectively manage internal security use cases. They sought out an easy-to-navigate platform that could provide actionable insights quickly by harnessing the power of machine learning — not by requiring a large team of analysts.

"When choosing Exabeam, we were looking for a solution that was not just a traditional SIEM, but could also detect and integrate elements of artificial intelligence into its technology in order to accelerate the detection response components that we wanted to adopt within our Cyber Fusion Center," said Andrea Licciardi, Senior Cybersecurity Manager at MAIRE.

The Solution

After a thorough proof-of-concept process, MAIRE selected Exabeam due to its user and entity behavior analytics (UEBA) technology and user-friendly graphical interface. Exabeam has become the center for all security operations, including case management, data acquisition, and direct management of their Microsoft stack. The Exabeam platform's ability to provide a timeline of user activity and generate incident reports significantly simplified analysis, especially as their security team grew.

MAIRE has now been an Exabeam customer for over three years, initially deploying an earlier-stage version of the platform and subsequently migrating to Exabeam Fusion. They are continuously expanding their use cases and plan to fully adopt the New-Scale Security Operations Platform.

Exabeam integration with other security solutions, such as Picus technology for attack simulation, has further enhanced MAIRE's security capabilities. This integration allows them to manage and analyze Picus's findings, facilitating the creation of correlation rules and the identification of gaps in alert triggering.

"Exabeam also integrates perfectly with our other security solutions and the rest of our stack, thanks to the available native connectors," added Domenico Tanzarella, Cybersecurity Engineer at MAIRE.

The Results

MAIRE has witnessed a tangible improvement in its security posture over the past three years, with Exabeam serving as a central platform for leveraging data from various integrated technologies. Exabeam has led to a reduction in the number of alerts, which are now more focused and actionable, aiding in faster threat detection, investigation, and response (TDIR).

“Now, thanks to Exabeam, we are able to analyze what is happening in the company day by day and respond quickly and efficiently. In addition, thanks to artificial intelligence, we are also able to automate work processes and incident response,” explained Claudio Susa, Tier 1 Analyst/Cybersecurity Intern at MAIRE.

Exabeam has also boosted the Cyber Fusion Center team’s efficiency by empowering tier 1 analysts.



“After adopting the Exabeam platform, first-level analysts are able to work at a higher level thanks to the solution’s ease of use.”

— Domenico Tanzarello

Cybersecurity Engineer at MAIRE

Future Partnership

MAIRE views its three-year partnership with Exabeam as a collaborative journey, with Exabeam continuously adapting to their complex environment. This partnership has not only enhanced MAIRE’s internal security but has also equipped them with the knowledge and experience to deploy Exabeam solutions for their own customers, managing data ingestion, validation, and overall workflow.

“Our experience with the Exabeam team has been very positive—they’re a great group of professionals who have helped us a lot in the implementation and design phase of the solution,” stated Tanzarella.

Moving forward, MAIRE will continue positioning Exabeam as a central component of their security stack, and aims to communicate its value to customers regardless of their security analysts’ experience levels.

“We certainly consider Exabeam not only an innovative company, but also a company that knows how to listen to the customer’s needs,” concluded Licciardi. “Above all, it allowed me and my team to sleep peacefully at night.”

About Exabeam

Exabeam is a leader in intelligence and automation that powers security operations for the world’s smartest companies. As a global cybersecurity innovator, Exabeam provides industry-proven, security-focused, and flexible solutions for faster, more accurate threat detection, investigation, and response (TDIR).



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