GoSecure

CASE STUDY

AGRI-MARCHÉ

THE CHALLENGE

Agri-Marché had to choose between hiring one to two more professionals to specifically handle cybersecurity – as well as address the challenge to keep their skills up to date and limit turnover – or they could build a partnership with a managed security services provider to alleviate that burden from the in-house team.

THE SOLUTION

Agri-Marché started with a GoSecure Security Maturity Assessment (SMA) which included internal security testing. Within a few months, they signed on for GoSecure Titan® Managed Extended Detection & Response (MXDR) services. Since then, they have expanded the relationship to include Tabletop Exercises, GoSecure Titan® Vulnerability Management as a Service (VMaaS) and GoSecure Titan® Security Information and Event Monitoring (SIEM).

WHY GOSECURE?

According to Pouliot, "It's a crazy market and it's a fast-changing – so we felt that doing business with a managed security services vendor was the route to go. We wanted to build a long-term partnership. And we were well-supported by GoSecure and the people we worked with were good, competent people."

AGRI-FOOD LEADER AGRI-MARCHÉ GAINS PEACE OF MIND THROUGH PARTNERSHIP AND MANAGED CYBERSECURITY SUPPORT PROVIDED BY GOSECURE

"Don't get hacked." The team at Canadian Agri-food leader Agri-Marché is very clear on their leading cybersecurity objective. Régis Tremblay Lefrançois, Agri-Marché Systems Architect, also understands the reality of today's threat landscape. "Or maybe it's trying to not get hacked, because it's always a question of time," he comments.

Agri-Marché has 450 employees across Quebec and Ontario. They operate animal feed mills and support swine and poultry breeding farms, as well as transloading centers. A team of 11 technology professionals supports the organization, led by Frederick Pouliot, Senior IT Director. Within that team, Lefrançois heads the infrastructure and operations group. Together, they tackle the cybersecurity challenges facing the organization.

A few years ago, they reached a crossroads that required a major decision: hire internally or engage a partner to support their cybersecurity objectives. "We had the choice of hiring one or two others and ensuing that that we could keep their skills up to date – and making sure we kept them with us," said Pouliot. "Or we could build a partnership with a managed security services provider. We chose to try this side, to have access to experienced cybersecurity professionals and to make sure that we would be supported 24/7/365 for emergencies."

Frederick Pouliot
Senior IT Director

It was not lost on Lefrançois and Pouliot that should they choose to manage things internally, they could have people working 12 hours a day on cybersecurity and still have more to learn, plus it would lead to fatigue among the internal resources and the inability to commit to internal projects. "We didn't want to guess or improvise, so going with a partner made sense," noted Lefrançois.

Their partnership with GoSecure began with a Security Maturity Assessment (SMA) which included internal security testing. "The testing was impressive, especially the skills of those involved and the 100-page report," commented Lefrançois. "The recommendations were helpful. They were easy to understand. It was technical, but they did a great job making the recommendations simpler and the team was easy to get ahold of for questions. I had good talks with the team."

[CONTACT US: +1-855-893-5428]

"We are one call away from a specialist. It's not all on my shoulders. If we were to get hacked or lose some personal information, I know I can pick up the phone and call GoSecure. It's peace of mind. We know something can happen, but when it does someone can help us."

Régis Tremblay Lefrançois
Systems Architect

AGRI-MARCHÉ

Industry: Agri-food

Employees: 450 Employees

GoSecure Solutions:
- GoSecure Titan® Managed Extended Detection and Response (MXDR)
- GoSecure Titan® Vulnerability Management as a Service (VMaaS)
- GoSecure Titan® Security Information and Event Monitoring (SIEM)
- GoSecure Security Maturity Assessment (SMA)
- GoSecure Tabletop Exercises

Shortly after their SMA, Agri-Marché signed up for GoSecure Titan® Managed Extended Detection & Response services. "We started small with just MXDR. We felt since the beginning that we were well-supported by GoSecure and that the people we worked with were good, competent people," said Pouliot.

From there the relationship continued to expand, adding more managed services including GoSecure Titan® Vulnerability Management as a Service (VMaaS) and GoSecure Titan® Security Information and Event Monitoring (SIEM), as well as engaging in a Tabletop Exercise with the GoSecure Professional Services team. "It was pretty easy to deploy MxDR and VMaaS," said Lefrançois. Pouliot added "SIEM is another layer of protection that we look forward to seeing results from."

Both Pouliot and Lefrançois point to GoSecure Titan® VMaaS as a gamechanger for their patch management. "VMaaS does a lot of work for us. We hit 100% endpoints with less than three patches missing," noted Lefrançois "That's pretty uncommon. I have never seen it. We have similar numbers on the server side as well."

Lefrançois feels success would be to "do things as they should be, by the book, and not improvise too much." He appreciates that help from GoSecure is a call away if needed and "that's one less thing on my shoulders," he says.

Pouliot has some advice for others who want to engage a managed security services partner. "Start small and build a relationship over time. Make sure you have a win-win relationship," he shared.

[CONTACT US: +1-855-893-5428]

■ **Your ally to consolidate, evolve & thrive**

GoSECURE