ATTIVO NETWORKS CUSTOMER AND ANALYST QUOTES

DISCLAIMER

Due to the confidential nature of our technology, many of our customers have requested that we not attribute their names or companies to their quotes, as to not tip off adversaries or insider threats that deception technology is deployed in their environment. As a result, we have anonymized all customer quotes and marked each one with the customer's job title, business vertical, and/or company size.

VALUE ADD

"Doubling the amount of gain that I have from my traditional security tools" – Director of Cybersecurity at Large American University

"Attivo speaks for itself. With budgets being tight, it allows us to do more for less." – Infrastructure Security Engineer, State Government Agency

"There are two standout features that have made it my primary lab test platform: ease of deployment and comprehensive analysis capability." – Dr. Peter Stephenson, PhD, Top Cybersecurity Analyst

"We've found Attivo to be one of the higher ROI investments that we've made. From the perspective of paying for what you get, it's a LOT of bang for your buck. When you buy Attivo, you get the full enchilada, the full capabilities. When you buy their core technology, you get a whole slew of capabilities – they don't nickel & dime you." – Director of Security Operations and Threat Management at Large Insurance Company

"Before we had Attivo we would be spending 4-6 hours dealing with one event, but now with Attivo it's about 5-10 minutes for us to understand what is going on." – Director of Cybersecurity at Large American University

"Definitely the time to be looking at deception. It's simple, inexpensive, and it works. Big data is super expensive, and deception is the only other alternative." – Gorka Sadowski – Gartner

"Deception is the first technology I've seen in over a decade that truly has the potential to turn the table on the attacker" – Assistant CISO, Top Fortune 500 Retail Company

"Attackers only have to be right once, while security people have to be right all the time… Deception flips that paradigm… now the criminals need to be right all of the time too. Flawless deployment and was done without any assistance from Attivo!" – Director of Security Operations and Threat Management at Large Insurance Company

"If an organization says they are not interested in deception, they are fundamentally ill-equipped to address modern adversaries and leave their organization willingly exposed." – CISO and Executive Advisor, Computer Networking Company

"Successful attacks often take 60 days or longer to discover in a large enterprise. Deception technology is the only capability at market to single-handedly enable large enterprises to shorten the gap to hours or even minutes, protecting sensitive customer and organizational data." – DoD Chief

DETECTION

"At the recent R-ISAC conference, I heard a reoccurring theme from other retailers: "we feel like once the attackers get in the front door, the game is over. I say that's just when the game begins with having Attivo".
– CISO at Large American Retailer

"Designed for the most sophisticated human and automated attackers, the Attivo Networks deception technology is proven at global scale by Fortune 500 customers to accurately and efficiently detect threats."
– Laura Dyrda Becker's Health IT & CIO review

"I will be first to acknowledge your message and approach are impressive." – Analyst, IDC

THREAT HUNTING & PENETRATION TESTING

"One of the additional benefits we get from Attivo is that it is very easy to teach everyone on our team to be threat hunters. With Attivo, the whole team have become threat hunters very quickly. In fact, it is so easy that we teach all of our interns to threat hunt with Attivo." – Director of Cybersecurity, State University

"Attivo caught essentially everything the Red Team tried to do." – Info Security Manager, F100 Financial Services

"Attivo detected the auditors on 3 different occasions where they had hit our decoys and spent a total of 8 hours over the course of a week. I had to finally tell them to stop wasting their time. Between this and the success we had detecting activity during a recent pen test, my leadership sees thatwe are more secure, and are receiving a great return from our investment in Attivo's solutions." – CISO at Regional Commercial Financial Institution

"We did a red team test and my team came back and said, WOW! This thing (ThreadDefend) is good. It kept our red team busy for a long time."
– Snr Director Info Sec at Top 50 Retail Organization

VISIBILITY & ALERTING

"Look at all this visibility and coverage we achieved in just a few hours! And, I didn't have to deploy anything to the endpoint." – Sr Security Engineer, Top 5 Global Consulting Firm

"Attivo gives us great visibility of what's coming into our network – even better than IDS." – Network Security Manager, State University

"Attivo is surfacing alerts that are not being seen by any of our other security tools." – Sr Director Info Sec, Fortune 200 Nanomanufacturing

"We don't know any other technology that has a better signal to noise ratio." – Gorka Sadowski – Gartner

"The most important thing you do is provide me alerts based on confirmed activity… you are my eyes and ears on the inside of my network… the nerve center" – Sr Director Info Sec at Top 50 Retail Organization

The beauty of Attivo is that attention is mainly needed only when there is a threat." – Director, IT PMO & Quality Assurance at Large Retailer

REPORTING

"Monitoring and reporting is about the most comprehensive I've seen." – Dr. Peter Stephenson, PhD, Top Cybersecurity Analyst

PRODUCTS

"I've had the opportunity to see the BOTsink through several versions and it just keeps getting better and better. There is no doubt that it is a true next generation security tool." – Dr. Peter Stephenson, PhD, Top Cybersecurity Analyst

"ADSecure is a real game changer. It finally gives me an advantage over the attacker." – VP, Infosec & IT Risk, Real Estate Equities Firm

"DecoyDocs are freakin' awesome, incorporating them into all our phishing campaigns…using with internal employees before going abroad internationally". – CISO at Large American Retailer

"You [Attivo] are doing some great stuff. We work with CISOs and they're just overwhelmed right now. I was hoping you'd hit it out of the park today and you did. I think there will be a lot more demand when more people find out about it." – Industry Analyst

EASE OF USE

"Very rarely do you see technology that is both very easy to use and quick time to value - usually if you have one you do not have the other. Attivo was that unicorn technology where it was very easy to deploy and use. We were receiving value a few hours into the POC." – CISO, Fortune 500 Financial Services Firm

Upon gaining visibility to their network and deploying custom decoys in just a few minutes the Sr. Security Engineer declared, "Wow! That was super simple!" Reviewing test alerts shortly thereafter they expressed their satisfaction by noting that the solution is "very quick" and "shows good value". – Sr. Security Engineer, Investment Company

"We have only had the software in for one day and I am more comfortable using Attivo then anything else that we have looked at, it is the easiest security technology that I have ever used!" – Lead Security Architect

"I really like the solution as it essentially tells you what needs to be done." – IT Network Security Engineer – International Law Firm

"I have found the functionality excellent but the big win for large enterprises is ease of deployment. The unsupervised machine learning speeds and simplifies deployment in large enterprises." – Dr. Peter Stephenson, PhD, Top Cybersecurity Analyst

"Only tool in IT security that we have encountered that is easy to use." – Director of Cybersecurity at Large American University

"Attivo is low effort, high impact" – CISO at Finance and Accounting firm

WHO IS DECEPTION FOR?

"Attivo is great for both ends of the maturity scale. Security teams that are still in the beginning phases of their security program and are still trying to close the windows and lock the doors, Attivo will give them the confidence that they are recovered for when an attacker makes it inside of the network. For security teams that are much more mature, Attivo gives them visibility for how the attackers are getting in." – CISO of Major Entertainment Organization