



Case Study



ONE IT Makes the Open and Unifying SecOps Platform the Core of Their SOC to Drive Risk Reduction for Their Customers

Continuous improvement is necessary for MSSPs to remain competitive. To that end, ONE IT sought to evolve its security operations by implementing a new platform that would enable them to deliver a better customer experience while improving the economics of its business model.

Before



Silos

Point products that did not work well together, such as SOAR and legacy SIEM products, resulted in built-in inefficiency across the SOC.



Complex Licensing

ONE IT spent more time than desired managing the licensing aspects of individual security solutions.



“Swivel-Chair” Integrations

Security analysts spent too much time switching between products to understand a security threat.

With Stellar Cyber



Visibility

With the open and unifying SecOps platform as the single pane of glass in the SOC, analysts no longer face blind spots.



Unified

A single license enables the platform's NG-SIEM, NDR, IDS, UEBA, and SOAR capabilities, eliminating complexity.



Easy Integration

The open and unifying SecOps platform allows easy integration of other security, IT, and productivity tools to drive dramatic increases in effectiveness.

ONE IT (Redes Tecnológicas de Occidente SA de CV) is a company specializing in Information Security and Cybersecurity that protects its clients' assets, systems, and information. Located in Guadalajara, Jalisco, ONE IT serves clients throughout Mexico and the United States. With more than nine years of experience, ONE IT builds its services on bringing innovative solutions in partnership with certified engineers and using international methodologies that guarantee the quality of their services.

ONE IT sought out a new core of their SOC that would:

- Break down current silos between security products
- Make the purchasing and selling of their services easier
- Deliver a robust set of security capabilities in a single platform



This platform was a game changer for us, and we know our services built around it will only get better.



After thoroughly evaluating offerings from several vendors, ONE IT determined that the **open and unifying SecOps platform provided the capabilities they needed to take the services they provide for customers to the next level.** As a result, the platform is now the core of their SOC, increasing analyst productivity and their ability to deliver better security outcomes.

“It did not take long for us to realize that the platform met and exceeded the criteria we set for a new core of our SOC. Our analyst immediately saw the value of the single pane of glass, while our architect appreciated the approach to integration. We could not have asked for better results,” said Rodrigo Ramirez, CEO of ONE IT.

The open and unifying SecOps platform **automatically normalizes and enriches data from every sensor and security tool upon ingestion,** enabling **Multi-Layer AI™** to automatically correlate related alerts and identify new threats across the full attack surface. Analysts now receive prioritized, contextual incidents that accelerate investigation and remediation.

With the open and unifying SecOps platform as the new central nervous system of their security operation center, ONE IT is delivering better customer experiences while improving margins and boosting security outcomes.



We conducted a proof of concept in which we integrated a large part of the tools that we sell as a company, and we liked the results in regards to user experience, ease of use, and ease of sale thanks to its simple unified licensing.



Business Impact

- Analysts gain **full visibility across tools and environments** from a single operational view.
- Unified licensing eliminates complexity and reduces administrative overhead.
- Integrated telemetry from endpoints, network, cloud, and identity delivers **clarity and context for real threats.**
- Automatic triage powered by Multi-Layer AI™ guides analysts toward prioritized incidents and accelerates response.
- Integration with existing tools preserves prior investments and accelerates time to value.

About Stellar Cyber

Stellar Cyber's open and unifying SecOps platform delivers comprehensive, unified security without complexity, empowering lean security teams of any skill to successfully secure their environments.

With Stellar Cyber, organizations reduce risk with early and precise identification and remediation of threats while slashing costs, retaining investments in existing tools, and improving analyst productivity, delivering an 8X improvement in MTTD and a 20X improvement in MTTR. The company is based in Silicon Valley.