



How HadenGrey Delivers World-Class Cloud Security Solutions

INDUSTRY

Technology

HEADQUARTERS

Americas

COMPANY SIZE

51-100 Employees

OVERVIEW

With over 25 years of collective experience in cybersecurity, HadenGrey empowers organizations of all sizes to safeguard their cloud environments and maintain compliance.

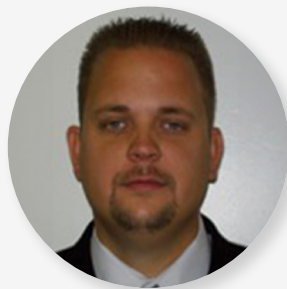
OUR SOLUTION



CHALLENGE

Today's complex cloud deployments require cutting-edge solutions to gain full visibility of digital assets and prevent advanced cyber threats from compromising mission-critical systems and data.

To deliver its world-class cloud-native application protection platform (CNAAP) solution, HadenGrey relies on technology partners like Check Point that value innovation, collaboration and agility. "Having a nimble, agile partner like Check Point helps us collectively adapt and engage early — and bring products to our clients while other companies are still going through their bureaucratic processes," said Todd Pedersen, president of client solutions at HadenGrey. "It's practical, functional and quick."



Having a nimble, agile partner like Check Point helps us collectively adapt and engage early — and bring products to our clients while other companies are still going through their bureaucratic processes.

Todd Pedersen, President of Client Solutions, HadenGrey



SOLUTION

Check Point CloudGuard is a foundational component of HadenGrey's cloud security strategy and offering, thanks to its flexibility and capacity to secure cloud transformation at scale. "Together, we make our products sticky," said Skyler Butler, chief technology officer and founder at HadenGrey. "Once we get Check Point involved, show people the value of CloudGuard and they rely on it, it becomes table stakes."

CloudGuard, a CNAPP solution, brings together two essential cloud security practices. In addition to helping organizations detect, prioritize and remediate known vulnerabilities, the platform's powerful threat engine detects and blocks zero-day attacks. With HadenGrey's implementation expertise, customers can operationalize cloud security processes that meet their organizations' unique needs. "For us, the main objective is not just, 'this is a product and we're going to implement it,'" said Pedersen. "It's 'how do we get maximum efficiency and value for our client base leveraging specific toolsets and technologies.'"

Organizations across all sectors have to align their security controls with a litany of complex security and compliance requirements. Together, HadenGrey and Check Point customize security policies and solutions to meet industry- and geography-specific frameworks — and maintain and update security policies to ensure they align with current regulations. CloudGuard's unified console, which provides complete visibility, policy management, logging, reporting and access management across all cloud environments, helps HadenGrey give its customers the documentation they need to stay audit-ready — from code to cloud.

But the joint solution goes far beyond so-called "check-box" security. "We give our clients the ability to manage the risk, not just the compliance," said Pedersen. "That's the big value-add." With an executive-level view of risk, customers can track their security posture over time and drive continuous process and technology improvements. "Check Point gives us a quick, easy value statement in 30 days or less and allows us to watermark where a company is in terms of governance, risk and compliance (GRC)," said Butler. By establishing and tracking the client's security posture, Check Point allows HadenGrey to show return on investment (ROI) with objective security findings and performance metrics.

“



Once we get Check Point involved, show people the value of CloudGuard and they rely on it, it becomes table stakes.

Skyler Butler, Chief Technology Officer and Founder, HadenGrey

”

OUTCOME

The partnership between Checkpoint and HadenGrey has been pivotal in driving success for both organizations and their customers. With an open line of communication with Check Point's dedicated product team and account managers, HadenGrey has the support needed to continually advance its technology and solve its clients' toughest cloud security challenges. "What makes you [Check Point] a great partner for us is we get the technical expediency to resolve issues," said Butler. "You guys hear us."

For end users, the security and compliance posture improvements speak for themselves. "On average, our clients typically start at HIPAA compliance scores in the sub 60-70 percent range," said Butler. "After 90 days, we get them to 90 percent on average." CloudGuard discovers, on average, 4,000-5,000 unknown cloud assets, allowing clients to deploy their stack of security tools more effectively, identify security gaps and reduce organizational risk. "We hear our clients say, 'If it's in the cloud, just check CloudGuard,'" said Butler. "That's how easy and normal it has become. It's just a thing they rely on."

ABOUT CHECK POINT

[Check Point Software Technologies Ltd.](#) is the trusted cybersecurity solutions provider for over 100,000 SMBs, corporate enterprises and governments globally. With an industry-leading catch rate for zero-day, ransomware and generation V cyberattacks, Check Point Infinity's unified platform delivers unparalleled threat visibility, intelligence and prevention across enterprise environments — from remote users and cloud deployments to network perimeters and data centers. Together, our solutions work seamlessly to drive productivity, reduce costs and enable real-time security monitoring.

[LEARN MORE](#)

Worldwide Headquarters

5 Shlomo Kaplan Street, Tel Aviv 6789159, Israel | Tel: +972-3-753-4599

U.S. Headquarters

959 Skyway Road, Suite 300, San Carlos, CA 94070 | Tel: 1-800-429-4391

www.checkpoint.com

