

SUCCESS STORY

GROUP-IB × MAGGIOLI GROUP



**Securing partners & clients
With innovative solutions**

About Maggioli Group

INDUSTRY

Information Technology

ACTIVITIES

Providing information technology systems and services

YEAR OF FOUNDATION

1905

GEOGRAPHY

Italy, Spain, Colombia, Belgium, and Greece

Maggioli Group is a major information technology provider with a substantial customer base around the world. With more than 70 offices and over 140,000 clients spanning dozens of industries, Maggioli Group is a trusted IT partner for public and private organizations of all sizes.

Over the course of its 116 year history, Maggioli Group has consistently adapted and innovated to provide cutting-edge solutions to its customers. This has led to recognition from industry-leading consultancies such as Gartner. DeepCyber, a Maggioli Group company, was recently listed as one of Gartner's 4 Cool Vendors in Security Operations and Threat Intelligence.

Company mission

To transform technology and knowledge into integrated solutions that promote and support digital transformation and the simplification of processes for public administration, private enterprises, and entrepreneurs.





Background

For Maggioli Group, cybersecurity is more than just a compliance issue; it's a strategic objective that is essential to each clients' success. To move beyond baseline security practices like network vulnerability scans and penetration tests, Maggioli Group wanted to find a new solution that could democratize cyber threat intelligence and provide complete visibility on all of a client's Internet-facing resources at a universally accessible price point.

Maggioli Group needed a solution that would easily scale across hundreds of organizations, deploy without a lengthy process of standing up new infrastructure, and provide quantifiable improvements to clients' cybersecurity posture. If value-added services and remediation assistance could also be offered to support the product, it would be an ideal solution to add to Maggioli Group's portfolio of cybersecurity tools.



Why Group-IB

Maggioli Group was searching for a way to build upon and democratize their existing expertise in threat intelligence and penetration testing. A natural product class to complement these services is external attack surface management (EASM).

Group-IB, a trusted partner of Maggioli Group, offers AssetZero, an external attack surface management product that gives organizations complete visibility on all of their Internet-facing IT assets. After exploring a number of EASM solutions, Maggioli Group selected AssetZero because of its scalability and its unique threat intelligence insights.

Partners can quickly add all of their clients to the AssetZero dashboard without needing to obtain any detailed information from their points of contact, making it easy to scale the product to dozens or even hundreds of accounts with minimal resource allocation. Partners who use AssetZero can add new clients to their license, control client subscriptions in the product's admin panel, and grant role-based access to clients as needed, all with minimal reliance on Group-IB.

AssetZero is an agentless and fully cloud-based solution, so deployment doesn't require any new infrastructure from the partner or the clients. Once deployed, AssetZero immediately starts mapping out the client's external attack surface, identifying vulnerabilities, and prioritizing action items based on an AI-generated risk score. This enables the partner to help the client remediate urgent vulnerabilities first, providing a tangible improvement to security posture and a fast return on investment for both the product and value-added services.

As Maggioli Group was already in the market for an external attack surface management solution, selecting Group-IB's AssetZero was a natural choice. With over 18 years of experience in the cybersecurity industry, including more than 1,300 investigations and 70,000 hours of incident response, Group-IB is a reliable ally in the fight against cybercrime for all partners.

About the Group-IB solution

1 Group-IB solution

AssetZero: Intelligence-Driven
Attack Surface Management

AssetZero is a comprehensive, intelligence-driven SaaS solution designed to discover, analyze, and manage the attack surfaces of multiple clients from one, simple interface. The tool provides full visibility on all of an organization's external-facing assets, including shadow IT and forgotten infrastructure, and identifies the assets that may be potential attack vectors. Vulnerabilities are assigned a quantitative risk score and prioritized based on the urgency of remediation.

Unlike other external attack surface management products, AssetZero goes beyond a basic inventory of IT assets to provide data points collected by Group-IB's industry-leading threat intelligence. These insights help partners to map clients' IT assets to real threats, such as mentions on underground forums, botnet activity, malware research, or communications with C&C servers used to launch attacks. Alerts are issued for high-priority items and critical vulnerabilities.

As issues are addressed and solved, they are removed from the dashboard's view but remain tracked to enable partners to monitor their progress over time. AssetZero also allows partners to compare their clients' security posture to that of other companies in the same region or in the same vertical. Advanced reporting features make it easy to pull data from AssetZero and demonstrate real value to stakeholders.

Business impact

2 Results

Maggioli Group improved their clients' security posture and increased revenue by adding AssetZero to its portfolio.

After launching AssetZero, Maggioli Group was able to quickly highlight security issues to potential clients without any overhead, as trial licenses can be created immediately to assess the external attack surface of prospects. With AssetZero in its portfolio, Maggioli Group gained the opportunity to generate additional revenue with existing clients and win new accounts.

Client security outcomes

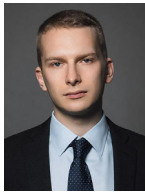
Maggioli Group's clients gained a clear understanding of their own infrastructure and external-facing IT assets. This complete visibility enabled clients to quickly remediate high-risk vulnerabilities, strengthening network security with minimal input and providing a fast return on investment. Additionally, with a more secure external attack surface, clients experienced fewer incidents in their environments and had fewer alerts to address in their MDR/XDR solutions. This saves time for security personnel and allows them to focus on other high-priority projects.

Not only did AssetZero have a real impact on clients' security posture, it also provides reporting features that make it easy to present those results to stakeholders. Maggioli Group can show AssetZero's value to clients, who can then share that information with the leadership in their organizations to demonstrate significant improvements to security and a measurable ROI.



GERARDO COSTABILE, CEO DeepCyber,
a Maggioli Group company

Group-IB is a reliable and effective partner that we've been building business with since 2016. When I first saw AssetZero, I was extremely excited because it condenses a great deal of threat intelligence into an attack surface management product that is accessible to a much broader customer base than similar solutions. AssetZero also gives us unique, profitable services offering opportunities that scale our revenue while also making our customers genuinely more secure.



TIM BOBAK, Group-IB, AssetZero Lead

Group-IB remains committed to preventing cybercrime globally. With AssetZero, we add a powerful tool to our partners' arsenal that helps them protect all of their clients from the most relevant and pressing security risks. Partner services and remediation support are vital components of AssetZero and, with the product widely deployed, partners can protect hundreds of organizations from a single interface.



PREVENTING AND RESEARCHING CYBERCRIME SINCE 2003

70,000+

hours of incident
response experience

1,300+

investigations
worldwide

Group-IB is a leading provider of high-fidelity adversary tracking and threat detection, and best-in-class anti-APT and online fraud prevention solutions.

We hunt down real cybercriminals, catch them before they can harm your business, and provide evidence that puts them in jail. We also train security professionals around the globe.

Our clients include banks, financial institutions, oil and gas companies, telecoms, IT and cloud service providers, e-commerce and FMCG companies, and fintech and blockchain startups. We especially enjoy working with the next generation of cybersecurity specialists who share our passion for threat hunting.

