



Streamlining operations while strengthening security

For Steven Giacoppo, Founder and President of MJN, keeping his clients secure while reducing response times is critical. He knew he needed high-performing, reliable solutions and complete visibility across MJN's technology and security stack. However, the company's previous stack didn't support these needs while creating multiple management and integration issues for their engineering team.

"Our primary security software generated a high number of false positive incidents per day. Which really ate into my team's time as they investigated and remediated each case."

- Steven Giacoppo, Founder and President, MJN Technology Services

Additionally, the team had multiple security tools deployed that slowed performance and negatively impacted their client's ability to work efficiently. Steven knew it was time to explore other options that would better serve their clients and cement their place as trusted advisors.

MJN continuously hunts for the latest technology that will help them streamline internal operations and strengthen security postures. After multiple recommendations from MSP peers, MJN tried Todyl.

The capabilities of the Todyl Security Platform instilled confidence in Steven and his team that they would offer even more effective security—the same capabilities that governments and large enterprises rely on—while improving performance and saving time internally. Lastly, Todyl was also far more cost effective than the previous solutions MJN had implemented, which would help them further boost client satisfaction.

MJN Technology Services is a New York-based MSP supporting clients across a wide variety of industries including healthcare, legal, accounting, manufacturing, and more. The company serves as a trusted advisor to their clients that implements holistic, enterprise leading security as standard practice.

Todyl really jumped out to me for one big reason. It was the first solution I'd heard of that would allow me to operate an end-to-end security program with a single-agent platform spanning prevention, detection, and response.



Steven Giacoppo
Founder and President
MJN Technology Services

After implementing Todyl, the MJN team noticed a drastic reduction in false positives that saved them significant time. The single-agent platform also led to a superior client experience with minimal friction.

"Todyl helps me give my clients more confidence and visibility. This was especially crucial when one of our clients fell victim to a phishing attack and we got to experience the value of the MXDR and SIEM modules in action."

In the attack, malicious actors utilized a new MFA bypass method to successfully access the employee's company email account. Business email compromise is a common tactic threat actors use to steal money and sensitive information. Todyl's MXDR immediately alerted MJN of the suspicious activity and supported MJN's engineers with remediation steps.

MJN utilized Todyl's Office 365 integration, providing their team full visibility into everything the attacker accessed in the account, including the documents viewed and inbox rules that were changed or implemented. The ability to show everything the threat actor accessed prevented MJN from having to consider the entire mailbox and all files within it as compromised.

The MJN team appreciated the hands-on support from Todyl's MXDR team and forensic insights from SIEM that showed them how to improve security and prevent future incidents.

"The visibility from SIEM and the support from Todyl's MXDR team were extremely helpful during a stressful time," Steven says. "With Todyl, we could see exactly how the incident happened and what information the attacker could get to. This helped us remedy the situation quickly and give our clients peace of mind that no sensitive data was compromised."

RESULTS BY THE NUMBERS_

81%

reduction in false positive incidents

25%

cost savings compared to other solutions

33%

reduction in time spent troubleshooting



Learn more at Todyl.com