

## CASE STUDY\_



### Accelerating a partner's journey towards compliance with UK Cyber Essentials

Wayne Stanley, Iron Dome's President and CEO, is an IT industry veteran who knows the importance of a strong security posture. Wayne recently shifted his company's focus to providing leading security services, which helped him bring on more clients, particularly those with high compliance needs. The growth, however, brought a new set of challenges as Iron Dome's engineering team struggled to effectively manage multiple tools from different vendors.

**"The management overhead and complexity of deploying our security stack quickly became a limiting factor for future growth. Whenever a client had an issue, we would have to pull data from various sources which means it took a long time to troubleshoot and resolve."**

Wayne and his team needed a platform that enabled them to more effectively manage client's security while gaining deeper visibility into their environments. At the same time, they had their eye on current and future regulations, such as the UK Cyber Essentials, and needed a platform that would make it easier to achieve compliance.

Iron dome prioritized several goals as it vetted new solutions:

- Deliver more holistic protection and full visibility to improve peace of mind
- Reduce stack bloat and find a timesaving, easy-to-implement solution
- Partner with a team that shares similar values and emphasizes support
- Implement enterprise leading security to stay ahead of cybersecurity legislation updates such as the UK's Cyber Essentials

After testing other tools that didn't meet these requirements, Iron Dome discovered Todyl. The team appreciated that Todyl's mission, values, and the breadth & depth of Todyl's capabilities achieved all their goals with one platform and one agent. Iron dome decided to implement several of Todyl's modules.

**Iron Dome** is a leading IT services provider in the UK, that heavily focuses on helping clients achieve compliance with the UK's strict cybersecurity standards. Iron Dome recently experienced a surge in growth and streamlined their stack with Todyl to better serve clients and continue delivering strong security.

#### HIGHLIGHTS\_

- **99%**  
visibility improvement across the security and technology stack
- **21%**  
increase in MRR from upselling clients with new capabilities
- **52%**  
increase in the number of endpoints a single engineer can manage

Iron Dome benefited from streamlining its security stack with Todyl almost immediately. Wayne and his team feel confident that the advanced security capabilities Todyl provides—the same capabilities the world’s largest enterprises and government agencies rely on—helps them add more value to clients.

One of Iron Dome’s main priorities is compliance, and the Todyl Security Platform empowers their team to quickly implement the five key technical controls of the UK Cyber Essentials Scheme to keep clients secure.

Switching to Todyl helped us achieve every initial goal and more. With Todyl, my team can deliver better security through a single-pane-of-glass with robust reporting that we didn’t have with multiple vendors.

**Wayne Stanley**  
President and CEO, Iron Dome



UK Cyber Essential Pillar	Todyl Solution
Use a firewall to secure your Internet connection.	Next-Gen Cloud Firewalls and an always-on VPN for secure, encrypted connections to the internet.
Use secure settings for your devices and software.	Secure configuration with multi-factor authentication (MFA) and conditional access policies.
Control who has access to your data and services.	Granular user access control policies to ensure employees only have access to the resources required to do their job, while hiding applications and services from the open internet with a software defined perimeter (SDP).
Protect yourself from viruses and other malware.	Cutting-edge NGAV and EDR stops attacks, accelerates malware detection, streamlines threat hunting, and enables immediate response actions.
Keep your devices and software up to date.	Secure Global Network (SGN) Connect Agents automatically update, ensuring they have the latest security, performance, & platform features.

Consolidating its stack and implementing Todyl’s GRC module also made it easier for Iron Dome to demonstrate technical controls, perform security assessments, and document policies, giving clients additional reassurance.

“With Todyl, we can easily show clients that we’re thinking ahead on the best ways to protect their users, data, and devices,” Wayne said. “Legislation doesn’t yet exist around newer technologies such as Zero Trust Network Access, but Todyl helps us implement these capabilities as standard practice, so we’re ready when regulatory requirements change.”



Learn more at [Todyl.com](https://Todyl.com)