

One Team, One Flight

How a partner ecosystem turned a security incident into a client win

The Problem with “Everyone for Themselves”

When a security incident happens, the people brought in to help don't always pull in the same direction. IR firms use the outbrief to pitch their own services. Geo Hyek, founder of TRINSEC 7, had lived this firsthand. A previous IR engagement ended with the IR provider pitching his client directly, with Geo on the call. “I lost credibility with my client in that moment,” he recalled.

When a new client came to TRINSEC 7 with concerns of a possible breach, Geo was determined to do things differently. Spectra and Todyl introduced him to Optimize Cyber, and the ecosystem went to work.

A Contained Incident Drove a Stronger Client Relationship

Optimize Cyber led the IR by pulling email logs, scoping the blast radius, and confirming the compromise was limited to a single email account. No lateral movement. No operational disruption. Todyl's 24/7 monitoring ran in parallel, providing real-time confidence that nothing else was moving in the environment. What made the difference wasn't the technical outcome alone. It was how the team operated throughout.

“If your forensic investigators are coming in with the intention of stealing your client, that's where all the disruption comes in,” said Matt Quammen, founder of Optimize Cyber. “We came in to solve the problem. Full stop.”

“One team, one fight,” said Geo. “That's truly what we built.”

Better Security and Better Insurance Terms at Half the Cost

Optimize Cyber's after-action report recommended exactly what Geo had already been selling: 24/7 monitoring, stronger authentication, and a path toward a more mature security posture. An independent voice validated everything.

“It's so powerful when another party reinforces what you just sold,” said Geo. “That carried real weight with the client.”

With a modern security stack in place, SPECTRA was able to confirm a clear path to favorable cyber insurance terms—a meaningful reassurance for a business that had been worried about renewal costs after an incident. Real security, responsive IT support, and a monthly bill at half what they'd been paying before.

4 partners. 1 outcome.

Todyl, TRINSEC 7, Optimize Cyber, and SPECTRA aligned around a single goal: the client.

50% reduction in costs.

The client replaced an underperforming MSP with a stronger security stack, at half the price.

Zero impact to the client.

The compromise was contained to a single email account, with no disruption or damage.

New Client Onboarded with Concerns of Compromise

A small business came to TRINSEC 7 after years with an MSP that had left them with no real security infrastructure. As Geo began onboarding the client and deploying Todyl across their endpoints, those concerns were confirmed: a single email account had been compromised. The immediate question was how far had the attacker gotten?

Optimize Cyber Builds Trust with Incident Response

SPECTRA and Todyl connected TRINSEC 7 with Optimize Cyber to lead the investigation. Matt's team pulled email logs, scoped the compromise, and kept Geo in the loop throughout. There were no competing agendas, finger-pointing, or pitching the client mid-crisis. Todyl's 24/7 monitoring ran in parallel, providing real-time assurance that nothing else was moving in the environment. The compromise was confirmed as isolated to a single user. Complete containment, with zero operational disruption.

After-Action Report Supports TRINSEC 7's Recommendations

Optimize Cyber's post-incident report outlined the path forward: 24/7 monitoring, stronger authentication, and a layered security roadmap. Geo had already been in the process of selling Todyl's full platform. The independent report validated everything he'd recommended, and the trust the client had built with Optimize Cyber through the IR made that validation land.

Better Security Posture and Preferential Cyber Insurance at Lower Cost

With Todyl deployed across the full environment, SPECTRA certification provided TRINSEC 7's client a pathway to favorable cyber insurance terms. The client came out of the engagement with real security and a monthly bill at half what they'd been paying their previous MSP. Geo's business grew in the process. So did his client's confidence.

Explore the Todyl Assurance Marketplace

Visit www.todyl.com/contact to request a demo.

