



As a pioneer in visual AI processing, Fyusion is an engineering-first company led by PhDs in the field of computer vision with no shortage of technical talent on staff.

Their platform allows the capture of detailed 3D images using cameras mounted in **fixed tunnels** capturing 2500 images in seconds to generate a highly detailed 3D image that, in conjunction with machine learning models, can identify even minute damages with utmost speed and accuracy.

Due to the success of their product, they were acquired by one of their largest clients, Cox Automotive, an enterprise with over \$17B in annual revenue, where they continued building the in-house, supplying the technology for the largest wholesale auto marketplace in the world.

As part of the larger organization, much of the day-to-day operational security concerns were handled by Cox's enterprise security teams leaving the engineering organization to focus on development and delivering value via product features.

Transforming into an enabler

After an initial deep dive to assess the security posture of the organization covering their IT systems, development processes, AI/ML and onsite imaging tunnels, Fyusion and CloudsecAI collaborated to create a prioritized list of focus areas that they would work on together to deliver:

Aligning the security program with the broader business strategy and goals to ensure a process that clearly ties projects and efforts to delivered value.



Building a sustainable security culture in the broader organization that empowers all employees to understand and participate in their role in improving the company's security posture.



Driving security ownership

Wanting to take more of an ownership role for their platform's security posture, the Fyusion team knew they needed specific expertise that would enable them to take on more responsibility and ownership for platform and organizational security. This led them on a search for the right strategic partner to collaborate with.

After meeting with several vCISO firms only to find that they offered consultants lacking in technical depth and without actual executive level CISO experience, they reached out to Nate and CloudsecAI based on recommendations from within their network. Together, they defined a fractional CISO engagement focused on mentoring existing leaders, defining strategy and building out the internal practice.

A roadmap enabling developers to integrate secure practices and tools directly into their working environment, from check-in to deployment.



Collaboration with sales and marketing to effectively communicate the benefits of a mature program into customer facing marketing collateral.



The Results

A security program better aligned with the business enabling their developers to deliver more secure code, faster and an improved relationship with the parent company's security organization.

Importantly, they focused on the thought process and the questions needed to dig deeper into the problems at hand to ensure they were in fact, the right problems. From there, they collaborated to define the optimal approach to move forward.

The collaboration drew immediate praise from Dr. Radu Rusu, Fyusion's CEO who was pleased with the collaborative nature of the engagement, the communication and the focus on enabling the existing leaders by working with them rather than doing work for them.

Initially scoped as a two month engagement, Fyusion retained CloudsecAI on an ongoing basis due to the high value of the collaboration. The focus on knowledge sharing with their in-house talent and the ability to bridge with the parent organization's security team has made the partnership invaluable from their perspective.

"Nate was an amazing collaborator, working across the organization to build partnerships that multiplied the security program's effectiveness. His ability to build connections and share knowledge enhanced not only our engineering capabilities but the security posture of the entire company."

— **Dr. Radu B. Rusu,**
Fyusion CEO

Sound familiar? Let us help you build a business aligned security program!

**Are you looking to enable your team and take your security program to the next level?
Want to build a strategically aligned program that works with your business?**

Reach out to info@cloudsec.ai and let's build a plan to work together on your goals, delivering tangible results to enhance your business.