CYLANCE

University Takes on
Cybersecurity

INDUSTRY
Education

ENVIRONMENT
- Over 100,000 endpoints

CHALLENGES
- Protect a technologically mixed environment with a large walk-in user base
- Achieve top-tier threat prevention without significantly impacting business operations

SOLUTION
- Adopt CylancePROTECT® as the primary endpoint solution for an initial 10,000 devices with plans to roll the product out to the remaining endpoints

The Organization

A large and respected institution of higher learning.

The Situation

This institution had a 15-year relationship with an antivirus (AV) provider which proved less than ideal. Over time, the university saw their infrastructure performance decline, suffered periodic system instability, and encountered multiple ransomware issues. Several member schools within the university became frustrated and began seeking next-generation AV solutions to address their concerns.

Being an academic institution of considerable size, it was clear that implementing changes would be both time consuming and expensive. It was also clear that things could not continue on as they were. The university took an experimental approach to problem-solving by allowing individual departments to test alternative AV solutions. One department selected Cylance® as their security provider and word of the effectiveness of the company's products quickly spread.

100,000
ENDPOINTS
PROTECTED

10,000
DEVICES

During Cylance's product demonstration, the university took a keen interest in the CylancePROTECT multi-tenant console. The console allows each college or department to be individually managed, a capability strongly desired by the school.

The Process

The university began their search for a more permanent AV solution by sending Requests for Proposals (RFPs) to promising cybersecurity companies. Cylance was selected to demonstrate the capabilities of CylancePROTECT largely based on its strong performance at an affiliated college.

During Cylance's product demonstration, the university took a keen interest in the CylancePROTECT multi-tenant console. The console allows each college or department to be individually managed, a capability strongly desired by the school. This management functionality, paired with high threat-prevention rates, led to Cylance winning the contract.

The Results

Cylance was selected as a solution provider based upon its effectiveness, lightweight system requirements, and strong recommendations from other organizations. CylancePROTECT was rolled out to 10,000 critical university systems in the Fall of 2017.

+1-844-CYLANCE
sales@cylance.com
www.cylance.com
400 Spectrum Center Drive, Irvine, CA 92618

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