

Xtreme Solutions, Inc. Reduces Costs, Improves Performance, and Gains a Competitive Edge with the SimSpace Cyber Range

CUSTOMER
CHALLENGE
SOLUTION
RESULTS
BENEFITS

The customer

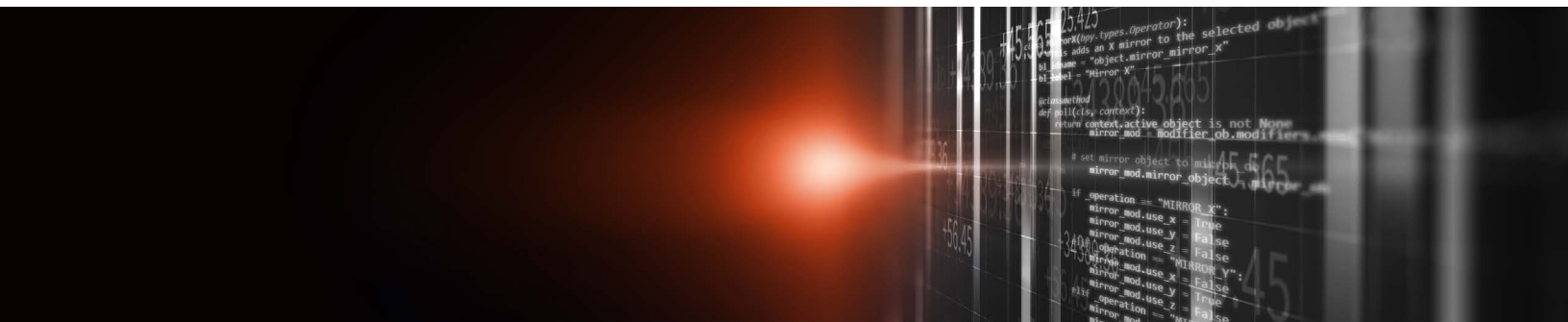
Xtreme Solutions, Inc. (XSI) specializes in providing exceptional Information technology (IT), cybersecurity, and telecommunications services and solutions to organizations across the commercial, government, and academic sectors. The company's team of certified, experienced, and highly trained subject matter experts is passionate about helping clients become more innovative, efficient, and secure through the application of the latest information technologies and cybersecurity practices.



The challenge

As XSI expanded its IT offerings to include cybersecurity solutions and services, the cyber team racked and stacked their own powerful cyber range for defense training and simulation as well as personnel and technology assessments. While XSI's homegrown cyber range was meeting requirements for functionality, flexibility, and access, the overhead and resources required to maintain it were prohibitively expensive, making it difficult for the company to compete on price.

To improve cost competitiveness, the XSI cyber team set out to deploy a commercially available cyber range that could meet and expand the capabilities of their internally built platform but at a more affordable price point.



The solution

In 2018, after evaluating several solutions, XSI selected the SimSpace Cyber Risk Management Platform, which includes a high-fidelity cyber range providing intelligent, host-based user emulation and network traffic to simulate production environments of any scale. According to the Cybersecurity Director at XSI, it was an easy decision because the hosted SimSpace cyber range offered superior flexibility, capacity, and access — all at a significantly lower price than other vendors' platforms.

Whereas other vendors placed a cap on the number of participants XSI could run through a simulated attack or training exercise, SimSpace didn't impose those kinds of limits. In addition, SimSpace offered far more events at every level — beginner, intermediate, and advanced — and continuously rolls out new ones.

“With the perfection we saw in SimSpace, we knew we wouldn't have to modify anything. Everything we needed was right there.”



“We tested out several vendors’ ranges and **none of them even came close** to what SimSpace had to offer.”

Cybersecurity Director,
Xtreme Solutions, Inc.

The results

The SimSpace cyber range has become the central point of all XSI cyber services — from vulnerability assessments and penetration testing to attack simulations and cyber-readiness training. It allows XSI to effectively manage clients' cyber risk by safely conducting a full spectrum of cybersecurity operations and training exercises — without affecting their production environment or exposing their organization to data loss.

Initially, XSI created cyber readiness training courses and mapped them to SimSpace events for hands-on lab exercises. Now, XSI takes advantage of newly released SimSpace events to build its training off those events — minimizing the upfront time and effort required to roll out quality cyber readiness courses for clients. In addition, some XSI clients use SimSpace assessments as part of their interview process for cybersecurity job candidates. By running candidates through a planned event mapped to their specific job role, the clients can clearly determine who has the necessary skills and bring the right people on board.

Since deploying the SimSpace platform in late 2018, XSI has realized a strong return on investment and uncovered more vulnerabilities and gaps for clients. By moving from a homegrown cyber range to SimSpace, XSI has dramatically reduced its hardware and software footprint, which means lower expenses and fewer risk assessments required to satisfy government contracts.

What's more, XSI has been able to reallocate team members who previously worked on cyber range maintenance to other strategic projects. As a result of these efficiencies, XSI has reduced the price of some of its services by 50% or more, giving the company a distinct advantage when competing for new or repeat business.

XSI perceives its relationship with SimSpace as a partnership that positions them for long-term success.

"I would unequivocally recommend SimSpace to companies looking for an exceptional cyber range," said the Cybersecurity Director. "Simply put, it works."

"The question we always get asked by prospects and clients is 'What can the cyber range do?' Our answer is always 'What do you want it to do?' because **with SimSpace, the sky's the limit.**"

Cybersecurity Director,
Xtreme Solutions, Inc.

The benefits

With the SimSpace Cyber Risk Management Platform, XSI has been able to:

- ▶ Lower some prices by 50% or more

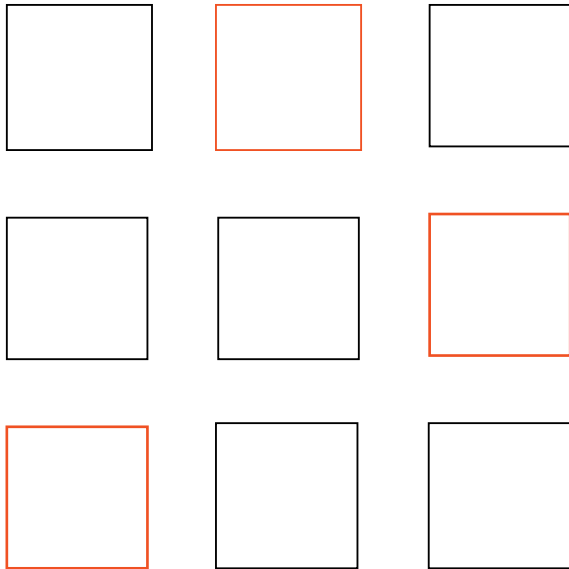
- ▶ Reduce its hardware/software footprint by 35%

- ▶ Increase employee performance by 15%

- ▶ Reallocate personnel to other strategic initiatives

- ▶ Expand clients' cyber knowledge by 35%

- ▶ Improve clients' overall cybersecurity posture



EXPAND CLIENTS'
CYBER KNOWLEDGE
BY
35%