CISCO

CHAMPIONS of DIVERSITY

NMSDC turns 45!

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TechCorner Spotlight *features new technologies and tools, diverse-owned technology companies or those who use leading technologies.*

Disruption Saves Lives: VR Meets CPR

Technology providers are not the only disruptors who have used digital technologies to create innovative products and services or to solve existing problems with the use of technology.

2017 NMSDC

2017 WRMSDC CORPORATE LUNCH & LEARN

CyKor, SDVOSB Fights Cybercrime in Real Time

Immersion CyKor, LLC (CyKor) is somewhat of a unicorn in federal contracting. Few federal contractors and fewer diverse-owned federal contractors have won a federal prime contract their first year in business. But CyKor did so, and has gone on to be awarded additional government contracts, both as the prime contractor and as a subcontractor.

What makes CyKor special besides being a service-disabled veteran-owned small business (SDVOSB)? We asked some Cisco account managers about CyKor, and they weren't shy about extolling the virtues of their diverse-owned partner.

Quotes from Cisco account managers:

> "A valued partner relationship based on integrity, honesty, and trust."

> "Veteran-owned/navy connection goes a long way in facilitating opportunities."

> "CyKor understands both the mission and the desired outcome for the customer, along with an understanding of the procurement process and how solutions are deployed."

> "They are dedicated not only to selling products, but to fully supporting the people (customers) they sell to."

In a short amount of time, CyKor has built an impressive book of business by helping businesses solve their challenges with information technology, namely their cybersecurity challenges, with the top three security-related challenges being:

1. Properly trained personnel for the ever-changing threat landscape

2. Integrations within agency and company architectures, allowing multiple technologies to work seamlessly together

3. Full threat visibility across networks

CYKOR CASE STUDY SUMMARIES

Government Customer

A large customer in the federal space had a challenge providing advanced threat control while using disparate tools within their environment. CyKor proposed an architecture focused on Cisco Firepower that provided integrated products, streamlining the ability of the customer to gain control of advanced threats and allowing personnel to focus on the most critical threats to the environment.

Commercial Customer

A commercial customer in the financial sector had the challenge of controlling access to the network and gaining visibility into what is connected to the network. CyKor developed a security solution centered on Cisco ISE to control and visualize what is accessing the wired, wireless, and VPN networks. CyKor used Cisco TrustSec to develop a segmentation architecture without having to redesign the network, which in turn enabled it to accelerate protection for the customer.

L to R: Bob Greenberg, Regional Manager, Federal Security NSO; CyKor CEO Guadagnini; Rear Admiral Mark D. Guadagnini; Will Ash, Cisco Sr. Director of Security Sales Public Sector at 2017 team meeting at US Naval Academy football stadium.

CyKor has been most instrumental in the second challenge area, focusing on identifying architectures that provide open communication across security platforms, which creates streamlined technologies and increases full threat visibility for current and future customers. This ability to guide product integrations within customer architectures increases automation of workflows, alleviating some of the pain in the shortage of qualified personnel. Two Cisco solutions, Cisco Firepower® and Cisco® Identity Services Engine (ISE), have been identified by CyKor as being most effective in solving customers' biggest cybersecurity challenges. The Cisco Firepower Next-Generation Firewall (NGFW) is the industry's first fully integrated, threat-focused NGFW. It's designed to deliver a comprehensive, unified policy management of firewall functions, application control, threat prevention, and advanced malware protection from the network to the endpoint. Cisco ISE is a policy management and control platform for wired, wireless, and VPN. It supports "bring your own device" (BYOD), guest access and highly secure access, and Cisco TrustSec® services.

CyKor's professional services mission is to be a trusted advisor as the industry evolves to capitalize on emerging trends such as cybersecurity, Internet of Everything, hybrid IT and cloud computing—BYOD, unified workspace, and data and information integration—and big data.

CyKor President and CEO Michael Guadagnini advises any companies and agencies looking for cybersecurity solutions to first identify ones that create open information sharing, so that they can be easily integrated. Integrated security architectures will help reduce false positives and allow for automated protection across environments. This will allow staff to focus on more immediate issues, rather than chasing irrelevant false positives.