# Pawnee Leasing chooses Covalence in competitive vendor evaluation.

# Case study at a glance

**Company**

## Pawnee Leasing Corporation

**Industry**

Commercial and industrial equipment leasing.

**Website**

pawneeleasing.com

**Business Need**

Real-time monitoring, detection, and response capabilities to improve threat protection and provide support for the internal IT team.

**Solutions**

Field Effect's Covalence® managed detection and response platform.

**Results**

Strengthened security footprint by 50% through effective threat monitoring and detection across Pawnee Leasing's network and endpoints.

Realized new internal efficiencies—augmented the company's IT team and enabled 25% more time for other priority technology projects.

Improved threat intelligence and remediation—resolved patch management gaps and reduced risks from vulnerable software.

**PAWNEE**
LEASING CORPORATION
*a Chesswood Group Limited company*

# The
# Company

Since 1982, Fort Collins, Colorado-based Pawnee Leasing Corporation has provided small-ticket equipment leasing and financing for a wide range of credit profiles across 50 states, including start-ups, small or mid-size businesses (SMBs), and long-established operations.

Lee Lahti, Vice President of Information Technology, has supported the company's IT infrastructure needs for over 20 years—first as an IT consultant, and now, as a member of the leadership team. "We're clearly different from traditional equipment financers," says Lee. "We're a distributed, national firm and work through an established network of brokers to provide alternative financing solutions for businesses that may not qualify with traditional lenders.

Whether you need computers for your business, want to lease a truck, or more, we can provide the financing to make that happen."

# The Challenge

Lee and his team of three system and network administrators support 100 employees at the Fort Collins headquarters, as well as 30 remote users.

For Lee, keeping data private and secure in the financial services sector is an ongoing challenge. "As a leasing company, we operate as an unregulated bank, but we still have personally identifiable information and other confidential data to protect," he says.

Yet, the company's cyber security efforts had been largely reactive and the technology stack had been pieced together over the years—now, a mix of legacy security tools and services.

With Pawnee Leasing's distributed workforce and its role as a lender, Lee needed a more proactive approach to security.

> "
> We didn't have a good sense of what was going on in our network or an effective way to stay ahead of threats.

"We didn't have a good sense of what was going on in our network or an effective way to stay ahead of threats," he explains.

"For example, we have coverage for our network for ten hours a day throughout the work week, but what if an incident occurs on a Sunday at 3 a.m.? We needed a real-time view of our network activity and the technology to automate the manual work of identifying and understanding how to respond to critical issues."

After working with his security consultant on penetration testing to identify security gaps, Lee began a vendor evaluation for managed detection and response solutions.
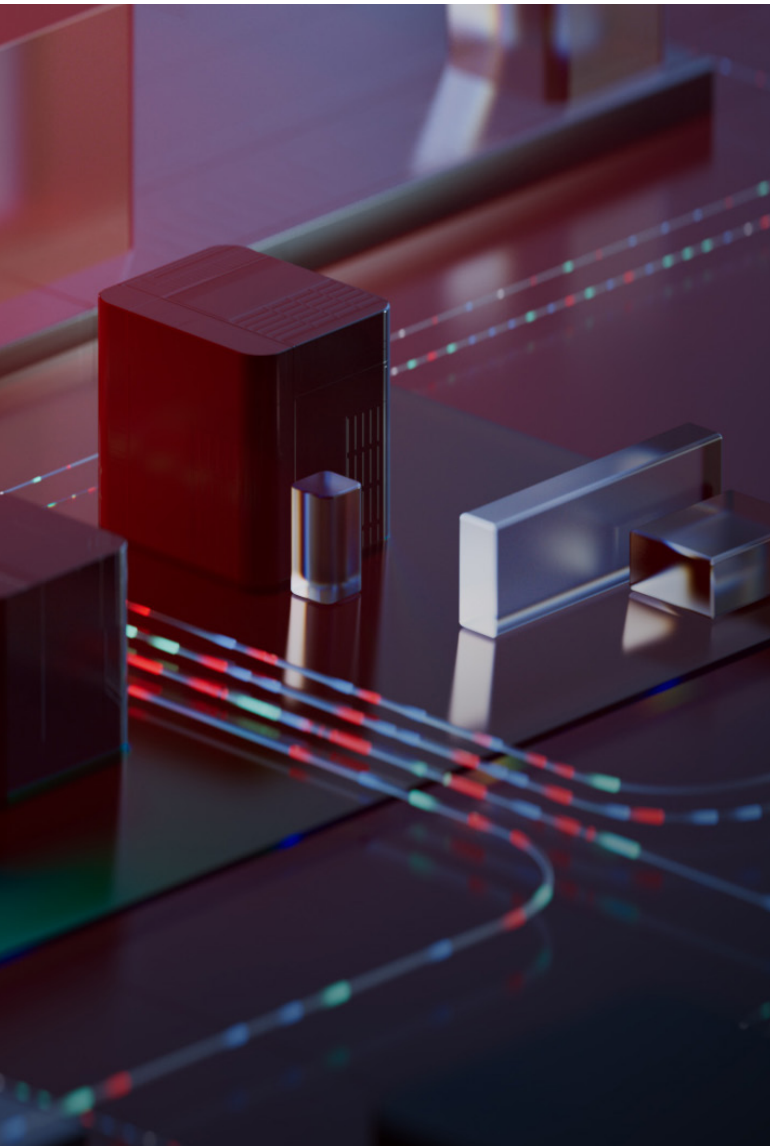
# The Solution

Through his evaluation of MDR solutions in the market, Lee narrowed his search to three companies: Field Effect; Darktrace; and Arctic Wolf.

He chose the Covalence® MDR platform from Field Effect, a global cyber security company that specializes in simplifying cyber security for SMBs.

"I was looking for a feature-rich solution that was also cost-effective," Lee explains. "Compared to the other two solutions, Covalence had nearly all of the capabilities I needed for 35% of the price."

His decision was quickly validated. Once deployed, Lee was surprised to see the amount of vulnerable software that Covalence identified. In fact, these specific vulnerabilities didn't show up in the penetration test that was completed by Lee's security consultant prior to his vendor evaluation.

"Covalence found 25 pieces of vulnerable software in our laptops and servers. That was an eye-opener," he adds.

The data and analysis helped him identify improvements needed in his patch management process. Says Lee, "We work with a third-party provider to manage patching. The insight from Covalence helped us discuss process, close gaps, and prevent delays in receiving the patches."

Using Covalence's network and endpoint monitoring capabilities, Lee quickly discovered the innovation in the single platform design. Covalence is built as an all-in-one holistic solution that provides monitoring and detection across the entire threat surface, helping businesses efficiently identify and take action against emerging cyber threats in real time.

Lee also appreciates Covalence's threat alerting and reporting. In contrast to other MDR solutions, Covalence's threat analysis is accessible through one user-friendly portal and aggregates the threat data it collects as clear, actionable guidance called AROs —Actions, Recommendations, and Observations.

This proprietary, patent-pending approach shows the threat alerts that matter with the context needed to resolve them. AROs are designed to help IT and InfoSec teams easily understand, prioritize, and remediate threats—reducing alert fatigue and ensuring critical alerts are not missed.

"The AROs are wonderful," shares Lee. "Out of 700 security events, I may see three action-related AROs. But I also receive detailed information about other lower-priority alerts, as well as recommendations or observations."
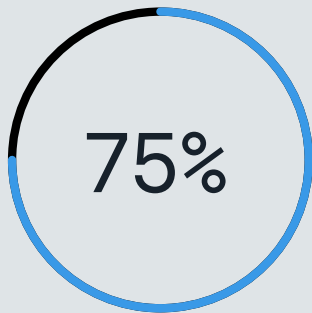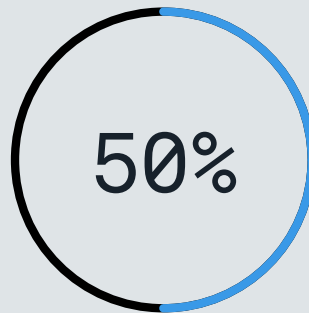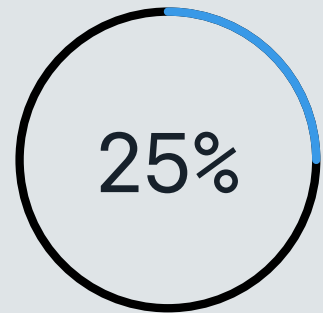
# The
# Solution

# The Results

For Lee, the combination of Covalence and Field Effect's expert counsel have resulted in immediate improvements and new efficiencies for his IT department and Pawnee Leasing's security posture.

**75%**
Better visibility

**50%**
Stronger network and endpoint security

**25%**
Improved efficiency

In the past eight months, Lee estimates he has improved the company's network security by 35-50%. This improvement is largely attributable to Covalence's high-resolution network sensors and AROs alerting.

Covalence is monitoring every aspect of Pawnee Leasing's network traffic and all the devices within the company's network. Says Lee, "We've strengthened our network protection and continue to look for opportunities to maximize Covalence's capabilities across our infrastructure. We even have Covalence collecting, monitoring, and alerting for the syslog data across our servers, firewall, routers, and switches."

Lee has plans to migrate to Office 365 and will add Covalence cloud monitoring to the platform to detect threats across Microsoft's cloud-based applications.
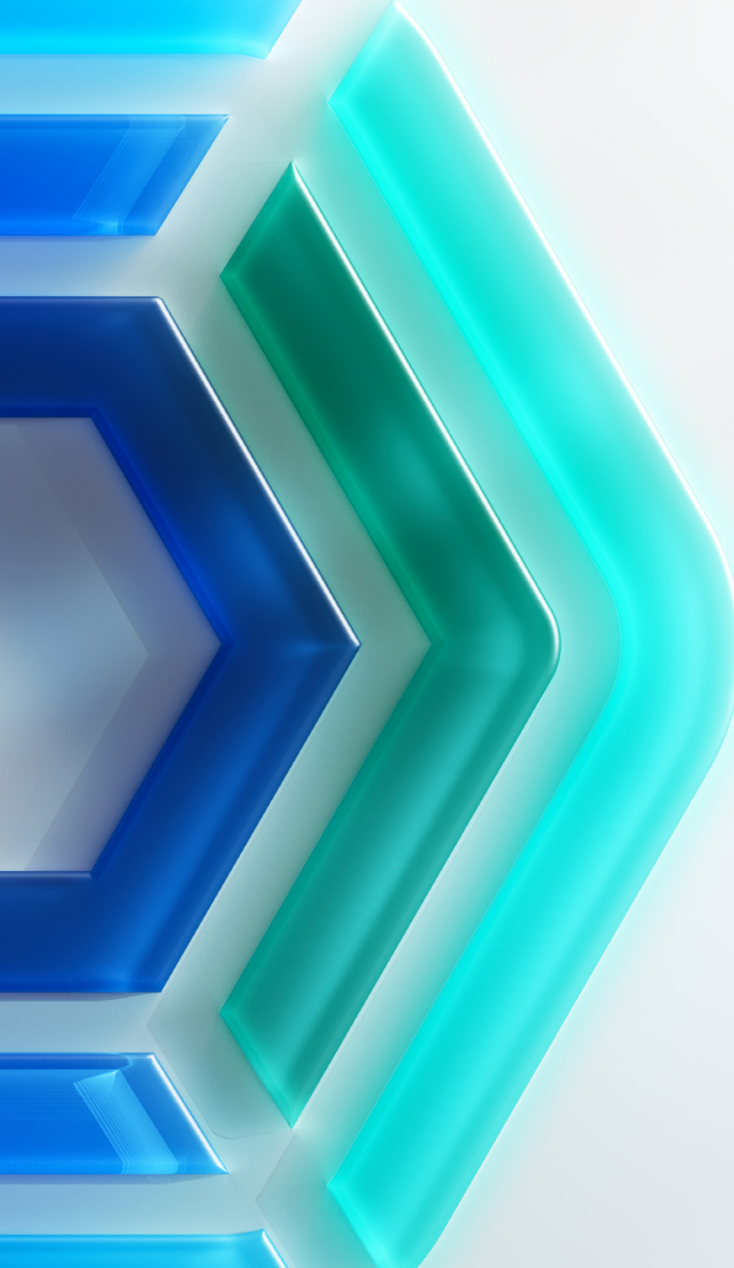
"The great aspect about Covalence is it provides a complete approach to threat monitoring, detection, and response that aligns with our layered security strategy. We have better visibility to any vulnerabilities and risks across our IT environment and users, with the tools and expert support to respond."

Lee says he has effectively augmented the company's total security defence, estimating he has improved internal efficiencies by 25%. "I have a great internal team, but we don't have the specific skills or even the resources for a dedicated security person to manage critical areas like threat intelligence and incident response. We're very happy we chose Covalence."

# "Covalence has given us a much greater level of visibility across our infrastructure and users with the tools to be proactive.

**Lee Lahti**

Vice President of Information Technology — Pawnee Leasing Corporation

# The most sophisticated managed detection and response solution on the planet, made simple.

Covalence is an easy-to-deploy, cost-effective cyber security solution that monitors and protects your entire threat surface—endpoints, networks, and cloud services—all from a single platform. No add-ons, no modules, and no gaps in your security. Covalence not only monitors every aspect of a business's threat surface, but it also reduces alert fatigue and false positives by aggregating data from multiple security events into simple, actionable remediation steps.

## Covalence

# About Field Effect

Field Effect, a global cyber security company, is revolutionizing the industry by bringing advanced cyber security solutions and services to businesses of all sizes.

After years of research and development by the brightest in the business, we have pioneered a holistic approach to cyber security. Our complete Managed Detection and Response (MDR) solution, flexible simulation-based training platform, and expert-led professional services form a unified defence that results in superior security, less complexity, and immediate value. We build solutions that are sophisticated, yet easy to use and manage, so every business owner can get the hands-free cyber security they expect and the sleep-filled nights they deserve.

## Contact our team today.

**Email:**
letschat@fieldeffect.com

**Phone:**
Canada + United States
+1 (800) 299-8986

United Kingdom
+44 (0) 800 086 9176

Australia
+61 1800 431418

## FIELD EFFECT

fieldeffect.com