

# Defeating Ransomware While Maximizing ROI of Existing Security Stack

The key success factor was Reclaim's solution ability to automatically understand Telit Cinterion's specific operational requirements and deliver tailored policies that maintained productivity while significantly reducing risk.



**INDUSTRY**  
IoT Solutions

**EMPLOYEES**  
+1300

**HEADQUARTER**  
Irvine, California

## 80% Reduction

In ransomware attack scenarios within weeks

## 90% Less

Time spent on manual remediation

## Maximized

Security stack efficiency

## Executive Summary

Telit Cinterion, a global end-to-end IoT enabler that provides complete solutions with 1,300 employees across 35 countries, needed to maximize their security investment to protect against the growing ransomware threat. Despite having powerful security capabilities through their existing tools, their lean team of security experts struggled to optimize the configuration of these advanced systems while maintaining critical business operations.

Partnering with Reclaim Security, they unlocked the full potential of their security stack, achieving an 80% reduction in successful ransomware attack scenarios and 90% reduction in manual remediation work - all without disrupting their critical IoT operations.

## Key Results

### 80% Reduction

In ransomware attack scenarios within weeks

### 90% Less

Time spent on manual remediation

### Maximized

Security stack efficiency

### Enhanced visibility

to exposures across the entire security ecosystem

### Freed top talent

from routine security maintenance to focus on strategic initiatives



"Reclaim Security has transformed our approach to security. Their solution empowers our security engineers by tailoring configurations to our organizational operations. The automated remediation has saved us countless weeks of manual work, allowing us to focus on strategic priorities while maintaining a strong security posture."

**Itzik Menashe, VP of Information Security & IT, Telit Cinterion**

## The Challenge: Critical Exposure Despite Significant Investment

As a leading manufacturer and provider of IoT devices and services, Telit Cinterion faced three critical challenges for reducing their Ransomware and other threats exposure:

- **Resource Constraints:** A lean security team responsible for protecting a complex global infrastructure.
- **Configuration Complexity:** Difficulty optimizing existing security tools to address specific ransomware and other threats.
- **Operational Risk:** Any productivity disruption could impact their global supply chain and connected customer ecosystems.

The security team knew their security investments provided powerful capabilities, but properly configuring and maintaining these tools required continuous effort, significant expertise, and time they simply didn't have. The ever-evolving nature of ransomware threats meant security settings needed constant adjustment to stay effective.

This ongoing maintenance burden, combined with the manual identification and remediation of exposures, was slow and labor-intensive - leaving them vulnerable despite their substantial security investments.

## The Solution: Business-Aware Security Automation

Reclaim Security's approach went beyond typical exposure management by addressing Telit Cinterion's specific operational needs:

### 1. Rapid Initial Assessment

- a. Seamless API integration with Telit Cinterion's security stack.
- b. Within minutes, provided comprehensive visibility into specific ransomware exposures.
- c. Delivered a clear dashboard highlighting critical exposures and actionable tailored remediation paths.

### 2. Business-Safe Remediation Strategy

- a. Analyzed Telit Cinterion's specific operational patterns based on actual past behaviors of assets (employees, devices, applications, etc.) and smart predictions of future behaviors.
- b. Created tailored security configurations that maximized protection while minimizing business impact.
- c. Focused on optimizing existing security investments rather than adding new tools.

### 3. Intelligent Implementation

- a. Applied optimized configurations across multiple security domains: Operating Systems (including advanced controls such as Windows Defender Application Control and Attack Surface Reduction Rules), Endpoint Security, Network Security, Email Security, and Identity systems.
- b. Implemented gradual deployment phases with built-in guardrails to ensure zero impact on business productivity
- c. Ensured all recommendations were feasible for Telit Cinterion's lean IT team to implement and maintain

## Ongoing Protection: Adaptive Security Posture

Reclaim Security continues to provide Telit Cinterion with:

- **Continuous threat monitoring** across Telit Cinterion's unique business ecosystem.
- **Practical remediation suggestions** that balance security requirements with business needs, ensuring zero disruption to critical IoT operations and productivity.
- **Automatic configuration adaptation** to handle security drifts, keeping protection current as both the threat landscape and Telit Cinterion's environment evolve.

This ongoing partnership ensures Telit Cinterion's defenses remain resilient against the evolving threat landscape while their IT team can focus on innovating and scaling their IoT offerings.

## Key Takeaways for Security Leaders

Telit Cinterion's approach shows organizations can:

1. **Maximize existing security investments** rather than adding new tools.
2. **Reduce manual effort** through intelligent, business-aware automation.
3. **Achieve significant risk reduction** without operational disruption.
4. **Free security talent** to focus on strategic initiatives rather than routine maintenance.
5. **Build a continuously adaptive security posture** that evolves with the threat landscape.

## About Telit Cinterion

Telit Cinterion is a global end-to-end IoT enabler providing complete solutions that reduce time to market and costs, delivering custom designed, ready for market connected devices in addition to maintaining the industry's broadest portfolio of enterprise-grade wireless communication and positioning modules, cellular MVNO connectivity plans and management services, edge-cloud software and data orchestration, and IoT and industrial IoT platforms.

As the largest western provider pioneering IoT innovation, Telit Cinterion delivers award-winning and highly secure IoT solutions, modules and services for the industry's top brands.

### About Reclaim Security

Reclaim Security helps security teams implement and maintain optimal security configurations across their technology stack. We provide automated tools that identify exposures, recommend tailored fixes, and continuously adapt security controls to evolving threats while preserving business operations.