

# Bromium Helps Pioneer Investments “Keep Up With the Threat Curve”

## Company Snapshot

### INDUSTRY

Global investment management

### ENVIRONMENT

2,100 employees

2,200 desktops and laptops

### SOLUTIONS

Bromium® vSentry®

Bromium LAVA™

ForeScout CounterACT

### CHALLENGES

- Keeping up with today’s dynamic, ever-changing threat landscape
- Undetectable zero-day malware found in watering holes
- Need for improved threat intelligence

### BENEFITS

- No more patching fire drills
- Users work without disruption
- Detailed forensics, enhanced by integration with ForeScout
- A solid business case due to advanced micro-virtualization technology
- Excellent ROI based on reduced operational expenses

Founded in 1928 by investment legend Philip Carret, Pioneer Investments is one of the oldest mutual fund management companies in the US. The company has investment hubs in 27 countries, with headquarters in Boston, and employees number approximately 2,100.

Pioneer Investments currently manages mutual funds, separate accounts for pensions and endowments, alternative investments, defined contribution retirement plans, and more. It has a diverse client base that spans large and small institutions, non-profits, and individual investors. Currently a wholly owned, independent subsidiary of UniCredit Group, Pioneer Investments manages \$236 billion globally and \$70 billion in the US.

## The challenge: keeping up with the threat curve

While there was no single event that compelled Pioneer Investments CISO Ken Pfeil to look at more robust endpoint security alternatives, he was increasingly concerned about the changes he was observing in the threat landscape. Pfeil had two good reasons for seeking out a better solution: the sheer number of advanced threats that appeared on his radar on a daily basis and the highly sophisticated methods used

to infiltrate endpoints and networks. “Today, you can’t expect to get ahead of the curve, but you have to find a way to stay with the curve,” he said.

With 2,200 desktops and laptops to look after and a highly mobile, geographically dispersed workforce, Pfeil had his task cut out for him. When Pfeil embarked on his search for a better way to secure endpoints, Pioneer Investments’ security infrastructure had layered defenses typically found at most risk-conscious enterprises: firewalls, gateways, antivirus, full-disk encryption, USB and port control, vulnerability management, and patch management. But even all this, Pfeil realized, was not enough to defend his company against today’s clever, determined, and highly organized cybercrime rings with their complex, difficult-to-detect attacks.

## Putting Bromium to the test

Pfeil first learned about Bromium when he received a call from his

## Case Study

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local sales representative. The idea of isolating tasks from the operating system along with the malware that could potentially accompany them was intriguing. Pfeil asked Bromium to set up a test environment where the widely publicized Black Hole Web exploit was planted to deliberately infect an endpoint with malware.

### Effective security

Bromium vSentry not only stopped the exploit “dead cold,” but also provided a detailed analysis—a visual picture of the execution and trajectory of the attack. What impressed Pfeil most of all was the fact that Bromium’s solution uses hardware-level isolation via Intel’s VT technology. “It’s the micro-virtualization technology behind Bromium’s solution that helped me formulate a solid business case. It’s phenomenally effective. There’s nothing else like it out there,” affirmed Pfeil.

Pfeil was convinced that it was time to start deploying Bromium at Pioneer Investments. In a matter of days, he had Bromium running on 25 PCs located all over the world: in Boston, Dublin, several locations in Eastern Europe, Munich, and Vienna.

According to Pfeil, the process went smoothly, and when he needed support, a Bromium engineer was just a phone call away. “Support was very pleasant and effective. If an issue

arose, I provided the support engineer with the logs, and he would talk me through the problem. Resolution was always quick,” he said.

### Seamless user experience

As for users, Pfeil said that training has been minimal. “All they have to do is learn to click one extra button, and even that is optional in the settings. It has been seamless for users,” he said. Bromium is fully deployed within IT, and the help desk has been trained should users have any questions or issues.

“I really like the fact that users don’t have to relearn the way they work, there are no updates, and it’s unobtrusive,” observed Pfeil. “In addition, Bromium won’t necessarily change our patching process, but if there’s no patch available for a particular vulnerability, it does eliminate the need for full-fledged fire drills, which can impact productivity.”

### Deeper threat intelligence

Pfeil really appreciates the integration of Bromium Live Attack Visualization and Analysis (LAVA) with ForeScout CounterACT, which Pioneer Investments has relied on in the past for real-time visibility and remediation. Together, the solutions automatically defeat and remediate malware, gather threat intelligence in real time, and protect organizations with advanced network defenses.

## Case Study

To learn more about Bromium's game-changing security architecture, please visit [www.bromium.com](http://www.bromium.com).

“The integrated solution from Bromium and ForeScout will enable us to cut through the noise of false alerts and automate our response to actual attacks in real time, enterprise-wide,” said Pfeil. “Additionally, this

approach leverages our existing investments in endpoint and network security, providing unambiguous and actionable threat intelligence that we can use to quickly and systematically enhance our overall security posture.”



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