Cobalt

How Cobalt helped Smarsh achieve faster time to remediation and a stronger security posture

smarsh

With Cobalt, Smarsh improved visibility and its overall security posture

Smarsh is a global leader in electronic communications archiving solutions for regulated organizations. Its capture, archiving, supervision, and e-discovery solutions enable customers in banking, financial services, and government to easily manage compliance and risk in their communications data.

To gain the confidence of those customers, Smarsh also had to demonstrate its own compliance and security capabilities. With Cobalt's Pentest as a Service (PtaaS) model, Smarsh has dramatically improved its security visibility, enabling it to quickly address potential risks and improve its overall security posture.

The Challenges

Customer Confidence
Smarsh wanted to demonstrate its own strong security and compliance posture to customers.

Risk Visibility
The company lacked visibility and detailed reporting into risks.

Pentesting Cycle Time
Smarsh needed more flexibility and faster turnaround time with retesting windows so it could respond quickly to potential risks.

The Results

Fast Time to Value
The Cobalt pentest project launched in just a few days with the right resources ready to go.

Increased Efficiency
Real-time updates enabled faster remediation time.

Faster Development Time
Jira integration supports existing development processes to optimize product releases and accelerate cycle time.

"With the Cobalt platform, you fill out exactly what you want them to test, and they're ready for you as quickly as you can be ready. As soon as I gave them the information, they're there, and they identified the resources. It was only a matter of days to get the right resources and kick us off. And once I was up and running, I really loved the way that Cobalt used the Slack channel to keep us updated."

MANDY HUTH
Director of Information Security
Smarsh

Key Benefits

- Faster pentesting
- Smarter, more efficient remediation
- Access to diverse pentesting expertise
- Effective communication channels
- Increased visibility for better understanding of product risks
- Stronger security posture

Unlike traditional pentesting services, Cobalt made setup and launch a fast and easy process for the Smarsh team. As soon as Smarsh indicated what it wanted to test using the Cobalt platform, the right pentest resources were identified and the project kicked off.

The Cobalt pentesters and Smarsh's development teams use Slack as a means of immediate interaction. This lets the development teams know exactly what's going on and what the pentesters are observing. At the same time, if pentesters suspect they might be dealing with a false positive, they can instantly validate with Smarsh and quickly move on.

Before partnering with Cobalt, Smarsh had to wait until it received all remediations and then retest all at once, further slowing the process. Cobalt allows the Smarsh team to retest fixes immediately, speeding Smarsh's development cycles and increasing its confidence in what it is providing to its customers. The Cobalt platform also provides comprehensive and intuitive reporting, further improving Smarsh's efficiency and its ability to provide valuable insights across stakeholder types. Cobalt also integrates with Smarsh's Jira client, supporting its existing development processes and schedules.

Using Cobalt for PtaaS has saved Smarsh valuable time and money. Equally important, Smarsh is able to use what it learns from Cobalt's pentesting to quickly close any potential security gaps and improve its overall security posture.

"The team at Cobalt was highly responsive. Anything I needed, I heard back that day. And they didn't just see exactly what my question was, they really partnered with me to see what I was trying to accomplish, and make sure that I got the result that I wanted."

MANDY HUTH - Director of Information Security, Smarsh

Schedule a Demo Today →

Learn more about how Cobalt can **transform your pentest process.**