



CrowdStrike Customer Case Study



Top 100 U.S. Accountancy Firm* Banks on CrowdStrike to Secure Highly Sensitive Customer Information

Azunna Anyanwu, CTO at accountancy firm Aronson LLC, woke one Saturday to an email alert from CrowdStrike telling him that malware had been discovered on an endpoint. Staff working late Friday evening had opened an infected file sent by a client. The alert showed that within an hour CrowdStrike — taking full responsibility for remediating the threat — had detected, stopped and eradicated the attack.

Later that day Anyanwu shared a full report of the incident with his IT team. “This is why we invest in CrowdStrike,” he said.

Since 1962, Aronson has been providing a comprehensive platform of assurance, tax and consulting solutions to individuals and businesses across sectors such as construction, government, technology, manufacturing, retail and hospitality. The company has been recognized with a raft of accounting and business awards. The nature of its operations and sensitivity of the data it handles on behalf of its clients make security a top priority for Aronson. A combination of legacy IT systems and increasingly sophisticated threats from malicious attacks prompted the business to look at how it could improve its cybersecurity infrastructure.

Balance Between Usability and Security

Anyanwu had recently been hired to strengthen the company’s approach to IT and one of his first priorities was security. With his background in application development and IT consultancy, the industry veteran’s role included internal IT and security, as well as advising clients on their IT strategies. He heads up a team of seven who are responsible for IT and security across the business.

“There is a joke about how you secure a system: take all the users out and don’t let them touch it,” said Anyanwu. “There is a science and art to managing security. My view is there has to be a balance between usability and security. You need to address the risks and vulnerabilities and manage expectations so that the business can operate at its most optimal level while you do what you need to do to secure it.”

Aronson has a mixed on-premises and cloud IT environment using different platforms. Multiple security tools and solutions were already in place, and Anyanwu knew that this could be improved. He felt that because hackers were finding new and more innovative ways to break into organizations, traditional tools and products did not fully meet the needs of the business environment or the realities of the evolving threat landscape.

INDUSTRY

Financial Services

LOCATION/HQ

Rockville, Maryland, U.S.

CHALLENGES

- Cyberattacks increasing in volume and sophistication
- A diverse mix of legacy IT, business systems and applications
- Existing security tools and products not supporting integrated endpoint security

SOLUTION

Aronson LLC has used the CrowdStrike Falcon platform and managed services to deliver a balanced detection and resolution approach to mitigating security threats and protecting highly sensitive data held and managed on behalf of its government, business and public sector clients.

“We have other tools that are part of our security wheelhouse, but CrowdStrike is a core security offering that enables us to manage threat detection and response with minimal oversight.”

Azunna Anyanwu
CTO
Aronson LLC

* Source: The 2022 Top 100 Firms (AccountingToday)



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As an experienced consultant, Anyanwu carried out a detailed review of the security products in the market. With a 300-person organization and small IT team, he found the CrowdStrike offering — which moves security from being on premises to in the cloud and from being internally to externally managed — to be compelling.

“I was very impressed with the value of CrowdStrike,” he said. “It was the only solution that offered detection and response with a human element behind it and not just automation. We have never regretted choosing CrowdStrike.”

CrowdStrike Delivers Excellent, Actionable Intelligence

Aronson has deployed a comprehensive endpoint and managed security solution based on the CrowdStrike Falcon® platform. A key feature of the CrowdStrike approach is the balance between products and services. At first, Anyanwu was unsure about the CrowdStrike security-as-a-service concept. “When we first deployed CrowdStrike, I was in the platform daily looking at what logs and alerts were happening,” he said. “But when I saw what CrowdStrike was doing, I grew more and more comfortable because I was getting solid, actionable intelligence. Now that CrowdStrike has been in place for a couple of years, I cannot remember when I last logged into the dashboard. This is a great indication of just how good CrowdStrike and their Falcon Complete managed service are.”

The deployment of the CrowdStrike solution could not have been simpler. It took less than two weeks to roll out to 350 endpoints. “I cannot emphasize it enough — the deployment was easy, seamless and had no issues,” said Anyanwu. “CrowdStrike just works out of the box without any need for customization and best of all, there was no impact on users.”

Aronson started using CrowdStrike just before the COVID-19 pandemic struck. When it did, the company’s workforce went from 80% working full time in the office to 100% working remotely. Anyanwu and his team provided staff with a lot of advice and guidance on the basics of home computing security. However, as Anyanwu said, “The whole company including myself felt protected and better positioned to respond to the new remote working risks because of solutions like CrowdStrike.”

One of the big benefits of CrowdStrike technology is that it is automatically updated without IT or security staff having to constantly check on the current status. That means that with CrowdStrike, Aronson can be confident that it has the very latest security intelligence in place to help mitigate threats.

CrowdStrike is a Core Security Offering

For Aronson, CrowdStrike is a highly effective and vital part of the company’s security defense. “We have other tools that are part of our security wheelhouse, but CrowdStrike is a core security offering that enables us to manage threat detection and response with minimal oversight,” said Anyanwu. Because of this, Aronson has seen an 90% decrease in the time his staff must spend on resolving cyber threats.

According to Anyanwu, Aronson has only had a few instances when an attack has become imminently threatening. “CrowdStrike does a great job of preventing this from happening and is equally good at detection response with no input from our team,” he said. Aronson estimated that CrowdStrike has reduced the time and effort it spends on endpoint security by 75%.

RESULTS



90% decrease in time spent on resolving cyber threats



Reduced time spent on security operations by 75%



Took less than two weeks to deploy to 350 endpoints

ENDPOINTS



CROWDSTRIKE PRODUCTS

- Falcon Complete™ managed detection and response (MDR)
- Falcon Device Control™ for cloud-delivered device control
- Falcon Discover™ IT hygiene
- Falcon Insight™ endpoint detection and response
- Falcon OverWatch™ managed threat hunting
- Falcon Prevent™ next-generation antivirus



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In Anyanwu's view, CrowdStrike is more than just products and services.

“Partnership is part of my DNA and I see CrowdStrike as a true and trusted partner. CrowdStrike is an extension of my team and one that is so efficient and advantageous, I don't need to contact it every day. I trust that CrowdStrike is making sure our business is supported and protected.”

When dealing with suppliers, Anyanwu said he has often experienced a great sales process followed by post-sales service that does not live up to his expectations. With CrowdStrike, his experience has been significantly different. After the sales process, Aronson was given a CrowdStrike customer success manager who regularly checks in. “With CrowdStrike I get a monthly report that tells me the deployment status and a quarterly review that is really a conversation, not a sales pitch,” Anyanwu said. “It is a free-flowing exchange of ideas where I can learn about CrowdStrike's strategic direction, which enables me to envision future security plans for Aronson, like Zero Trust.”

Anyanwu has some words of advice for organizations looking to improve and enhance endpoint security. “Seeing is believing and you may take my view with a grain of salt, but for Aronson, CrowdStrike just works,” he said. “It is not complicated, and you can trust it. Cybersecurity is an issue that we all face and not one that anyone can solve alone. But we need to know that the business systems and applications we rely on are available and secure. So, it's best to be strategic and having a fully managed CrowdStrike security service is significantly lower cost than trying to do it in house. The cost of recovering from a breach is significantly higher than the cost of a solution like CrowdStrike!”

ABOUT CROWDSTRIKE

[CrowdStrike](#) Holdings, Inc. (Nasdaq: CRWD), a global cybersecurity leader, has redefined modern security with the world's most advanced cloud-native platform for protecting critical areas of enterprise risk – endpoints and cloud workloads, identity and data. Powered by the CrowdStrike Security Cloud and world-class AI, the CrowdStrike Falcon® platform leverages real-time indicators of attack, threat intelligence, evolving adversary tradecraft and enriched telemetry from across the enterprise to deliver hyper-accurate detections, automated protection and remediation, elite threat hunting and prioritized observability of vulnerabilities.

CrowdStrike: **We stop breaches.**

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