AppOmni

Inversion6 Elevates Client Assessments With Unmatched SaaS Security Insights

Inversion6

INDUSTRY
Cybersecurity Services

EMPLOYEES
65

HQ
Westlake, OH

USE CASES
Data Protection
SaaS Security Posture Management
SaaS Security Programs

ABOUT INVERSION6

Inversion6 (formerly MRK Technologies) is a cybersecurity risk management provider that offers custom security solutions. The Inversion6 team provides a full suite of information security services and solutions that help define cybersecurity strategy, identify and remediate threats and risks, select and deploy the right technology, and prepare and protect clients from malicious attacks. From virtual CISOs to a full service MSSP, Inversion6 partners with clients to protect their businesses at every level.

APPOMNI'S IMPACT

Inversion6's clients gained **comprehensive visibility** into their SaaS environments and their SaaS security risks.

Powerful insights into SaaS vulnerabilities and risks, providing actionable findings along with guided remediation.

Advanced SaaS security tooling for ongoing posture management and threat detection.

> AppOmni really helps us tell the shared responsibility model story to our clients with very clear examples of what they own and the kinds of internal processes that they need to build to maintain their security. We wouldn't be a year into this partnership if AppOmni didn't meet — and exceed — all of our expectations.

Craig Burland
CISO, Inversion6

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The Challenge

Inversion6 offers cybersecurity risk management and tailor-made security solutions for today's evolving world. Craig Burland, Inversion6 CISO, developed and personally led numerous cyber risk assessments to ensure clients are properly protecting their critical data and systems. But as SaaS has evolved into the operating system of business, his team couldn't scale assessments for SaaS app configuration settings, user access rights, third-party connections, and proactively detect threats.

Without a comprehensive understanding of their current state of SaaS security, Inversion6's clients struggled to remediate immediate concerns, develop mature SaaS security programs, and ensure long-term data and systems protection. In assessment after assessment, Burland noticed more clients

didn't grasp the magnitude of SaaS risks they faced. Many clients, unfamiliar with the shared responsibility model that obligates both the organization and SaaS provider to ensure a secure SaaS environment, incorrectly assumed that SaaS vendors managed all aspects of security, leaving their identity and data security largely unchecked.

Burland knew there was a better approach and sought to find a scalable method to conduct in-depth SaaS security assessments, along with advanced security tooling for issue remediation and long-term risk mitigation, to provide next-level SaaS security guidance for his clients.

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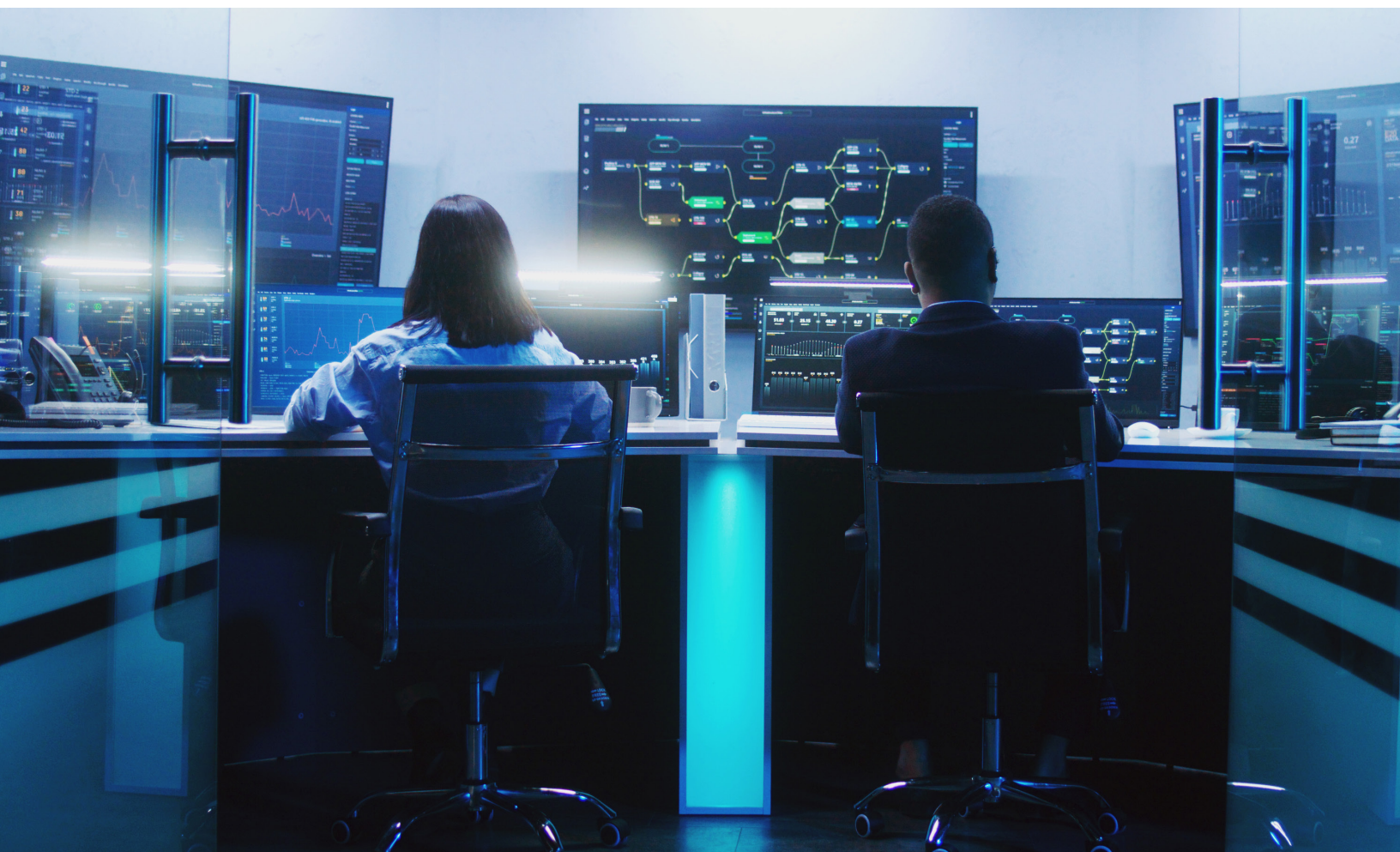
Requirements

After researching SaaS security options to incorporate into his assessments, Burland believed that a SaaS security posture management (SSPM) tool could provide the context he and clients needed for a clear picture of their SaaS estates. He, for example, wanted a tool that could report the state of access rights and compare it against a client's stated policy to determine the extent of permissions sprawl.

But a tool alone wouldn't deliver superior value to Inversion6 clients. Burland sought a vendor that could partner with his team during assessments and help forge strong relationships with clients.

Must-have SSPM features/capabilities for Inversion6 include:

- A comprehensive SSPM platform

- An excellent partnership track record and program

- In-depth coverage for Microsoft 365, Salesforce, and all major enterprise SaaS applications

- Simple, straightforward integration to client SaaS environments

- A financially sound SaaS security partner with a well-respected and experienced management team

That's when Burland discovered AppOmni as the stand-out SSPM solution.

The Results

Inversion6 delivered enhanced, comprehensive SaaS security assessments to its clients by weaving AppOmni into the four-week assessment process. Integrations often take less than 30 minutes with AppOmni's "refreshingly simple process." Once integration into a client's major SaaS apps is complete, Burland partners with AppOmni's Customer Success team to identify relevant SaaS security risks for Inversion6 clients.

"Everyone at AppOmni has been great. Customer Success has been incredibly flexible, and they're always willing to dive deep into issues and ensure things move forward," Burland says. "We wouldn't be a year into this partnership if AppOmni didn't meet — and exceed — all of our expectations."

Armed with AppOmni's SaaS security posture insights, Inversion6 now produces more detailed summary presentations that walk clients through strategic themes and live issues, such as password policy enforcement concerns, data exposure to the internet, configuration drift, and excessive permissions. "With AppOmni's help, we're showing examples of these risks, and clients are fully understanding what's happening in their SaaS estate," Burland explains.

After the assessment is complete, many clients are continuing with AppOmni and implementing broader SaaS security awareness programs. Burland says that "AppOmni really helps us tell the shared responsibility model story to our clients with very clear examples of what they own and the kinds of internal processes that they need to build to maintain their security."

"As our clients and organizations across industries start better understanding their part of the shared responsibility model, AppOmni will become mainstream," Burland predicts. "I'm seeing more clients realize that they need tools for their SaaS security like they need tools for their on-prem solutions."

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About AppOmni

AppOmni, the leader in SaaS Security, helps customers achieve secure productivity with their applications. Security teams and owners can quickly detect and mitigate threats using unmatched depth of protection, continuous monitoring, and comprehensive visibility. Trusted by 4 of the Fortune 10, AppOmni specializes in securing diverse SaaS environments.For more information, please visit https://appomni.com.