Darktrace Proof of Value Customer Testimonials

What is a Darktrace POV?

The Darktrace Proof of Value (POV) is a 30-day free trial of the award-winning Darktrace products, with a starter pack typically consisting of the Enterprise Immune System and Antigena Email Office 365. A POV allows you to see the true value of Darktrace's machine learning and artificial intelligence in your own environment.

You will benefit from:

- Easy, 1-hour installation
- Dedicated Cyber Technologist
- Bespoke Threat Intelligence Reports
- Weekly meetings to discuss results
- Access to exclusive training videos and blog

Insights from

CBS Interactive · ENTEGRUS · pps · KING'S HAWAIIAN · Penn Highlands Healthcare · TruWest CREDIT UNION · MedReview INC · ib · TREK · cradlepoint · Utilities Kingston

Getting Started: Fast and Easy

Darktrace's technology deploys in less than one hour. The foundation POV can cover the on-premise corporate network, as well as an organization's dynamic workforce operating across cloud and SaaS environments, with the option of adding O365 for email security. The entire Darktrace product suite can be deployed virtually, and our entire POV process can be conducted remotely. The machine learning works rapidly, and learns 'on the job' to analyze real-time data, without using historical attack training data, rules or signatures.

"Until you have that Proof of Value, you can't really wrap your mind around everything Darktrace is able to do. Once we had it installed, we discovered the value pretty quickly. The visibility and the intelligence that Cyber AI gives us is unlike any other tool I've seen."

– Dave Cullen, Network and Systems at Entegrus

"Cyber AI caught hundreds of emails that Office 365 let through. Things from our CEO, CFO, - it would pull out dangerous things that would have gone to them. Right out of the inbox, it was impressive what it caught in the POV."

– Brandon Ashey, Director of IT and Security at Cradlepoint

"Deployed in under an hour, the AI platform started learning about our network instantaneously and impressed us with its ability to detect the early signs of emerging threats, or dormant vulnerabilities, that our other tools have no way of catching."

– Richard Jenkins, Head of Information Risk Management, Cyber Security and Governance at International Baccalaureate

"Understanding how Darktrace worked and getting it set up in our environment was the most effective and quickest deployment I have ever done."

– Qadir Nawaz, Head of IT, King's Hawaiian

CUSTOMER CASE STUDY
KING'S HAWAIIAN
Qadir Nawaz
Head of IT
Kings Hawaiian
DARKTRACE

Assessing the Results: Uncovering Unknown Threats

Each week during the Proof of Value, your Account Executive and dedicated Cyber Technologist will share with you how the Enterprise Immune System identified novel threats. In addition to receiving a summary of these findings, your team will be hands-on in the Threat Visualizer, performing threat investigations as well as leveraging the Cyber AI Analyst to augment human teams. Full access to the Customer Portal, training videos and blogs will enhance your team's experience of being part of the Darktrace Community. You will receive a POV Summary Report unique to your environment to present findings to the executive team, to support your investment in Cyber AI.

"During the Proof of Value, Darktrace's AI identified residual malware on our networks that we had no idea was there – none of our point solutions had identified it."

– Tom Johnson, CIO, Penn Highlands Healthcare

"Darktrace secures our network from insider threat and 'unknown unknowns', and Antigena's Autonomous Response technology defends our networks 24/7."

**– Rich Malewicz, CIO, Livingston County**

"AI is vital to our security posture. Now, instead of relying upon a single person to identify threats across our complex infrastructure, Darktrace does it for us. Darktrace is exactly what we're looking for."

– Kevin McCauley, Director of Networking, Utilities Kingston

"Within a week the Enterprise Immune System notified us to threats and vulnerabilities we had been totally unaware of."

– Gabe Cortina, VP of Technology, Bunim-Murray Productions
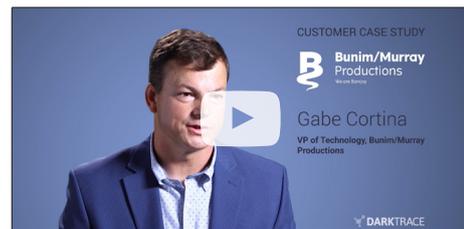
Boosting Your Team: Freeing up your People

Darktrace customers find that working in tandem with AI simplifies and augments security operations. Darktrace's Cyber AI Analyst, which combines human threat investigation tradecraft with the speed and scale of AI, reduces time to triage by over 92% and buys back critical time for the human security team to focus on what matters.

"Darktrace provides the flexibility that we need, so we know that we can pull off events regardless of the size."

– Floyd Fernandes, CIO, CBS Interactive

"Once Darktrace was set up we saw results really quickly, which means that my guys can spend time doing more strategic work."

– Matt Wood, Global Information Security Manager, Trek Bikes

"The fact that AI Analyst can investigate data and then tell a story about the wider incident is incredible, exactly what my team want to have at their fingertips."

– Dan McNamara, CTO, MedReview

"Darktrace brought actionable intelligence with very little effort on the part of our security team. I would recommend Darktrace to anybody."

– Chris Sprague, Security Engineer, TruWest Credit Union

To find out more about the Proof of Value process and for more customer testimonials, visit the Darktrace web page:
https://www.darktrace.com/en/resources/#video-case-studies