



Juergen Streit
Director, Worldwide IT Security

COMPANY PROFILE:

- + Industry: IT products and services distributor
- + Locations: 100+ countries served
- + Established: 1974
- + Employees: 9,000
- + Customers: 115,000+ IT reseller customers
- + Revenue: \$26.8 billion in sales and No. 111 on the FORTUNE 500 (2014)



TECH DATA STRENGTHENS GLOBAL INFORMATION SECURITY POSTURE WITH POSITIVE TECHNOLOGIES PENTEST SERVICES

THE CHALLENGE

Assess the effectiveness of current global security measures and the level of security awareness among personnel

As one of the world's largest distributors of information technology (IT) products and services, Tech Data knows first-hand the critical role that information security plays in the overall success of their business. Accordingly, Tech Data is very vigilant and thorough when it comes to the security and privacy of their customer, partner, employee and corporate information.

"We are continuously looking for ways to improve our information security," says Tech Data's Director, Worldwide IT Security, Juergen Streit. "Our staff has 24 security certifications and over 240 years of combined information security expertise, and we strive to keep improving. Making sure we practice what we preach is critical to our reputation."

To have an ongoing understanding of their security risks, Tech Data regularly conducts penetration testing globally, across all of their locations. In order to guarantee the completeness of their security assessments, Tech Data prefers to occasionally change their penetration testing service provider. Thus, when a new penetration testing project was planned, Tech Data's information security team went looking for a new cybersecurity partner who would be able to provide a fresh, independent and comprehensive view of the company's security posture.

THE SOLUTION

Penetration testing including external attacks and social engineering tactics

Tech Data selected Positive Technologies as a preferred cybersecurity partner to perform penetration testing during the first half of 2014. Key to their decision, is the fact that over the past decade Positive Technologies' team of security experts and elite white hats have conducted penetration testing on a variety of systems for hundreds of companies including international banks and telecommunications providers, national utilities and government agencies.

Positive Technologies provided in-depth penetration testing including external attacks and social engineering tactics, according to Tech Data's rigorous requirements. The scope of which called for analysis of their offices in North and South America as well as several large European locations. Weekly project briefings between Tech Data's information security team and Positive Technologies assured a constant flow of information which allowed the collective teams to stay synchronized with one another and be able to react quickly to anything unexpected.

THE BENEFITS

Identified risks, demonstrated related business impacts and raised the level of security awareness

“Positive Technologies exceeded our expectations by demonstrating both a deep technical knowledge of penetration testing and an understanding of how security risks can impact a business...”

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Director, Worldwide
IT Security
Tech Data

The information collected, from the experts at Positive Technologies, helped Tech Data get a clear picture of their current security posture, understand the direct impact to their business, increase security awareness among their staff and plan accordingly for future security enhancements. In addition, Tech Data gains piece of mind knowing that their security assessment results were produced by some of the world’s leading white hats, whose expertise and techniques either meet or exceed that of any malicious hacker, intent on damaging their business and their reputation.

“Positive Technologies exceeded our expectations by demonstrating both a deep technical knowledge of penetration testing and an understanding of how security risks can impact a business,” remarks Mr. Streit. “Their detailed reports were not only valuable to our information security team, but also provided useful insights for our senior managers. We look forward to the opportunity of working with them on future cybersecurity projects.”

HIGHLIGHTS

- + Improved visibility into global security posture across North and South America and Europe
- + Learned how security risks can directly impact the business bottom line
- + Grew the level of security awareness among employees
- + Gained valuable insights for planning future security enhancements

About Positive Technologies

Positive Technologies is a leading provider of vulnerability assessment, compliance management and threat analysis solutions to more than 1,000 global enterprise clients. Our solutions work seamlessly across your entire business: securing applications in development; assessing your network and application vulnerabilities; assuring compliance with regulatory requirements; and blocking real-time attacks. Our commitment to clients and research has earned Positive Technologies a reputation as one of the foremost authorities on SCADA, Banking, Telecom, Web Application and ERP security, and distinction as the #1 fastest growing Security and Vulnerability Management firm in 2012, as shown in an IDC report*. To learn more about Positive Technologies please visit www.ptsecurity.com.

*Source: IDC Worldwide Security and Vulnerability Management 2013-2017 Forecast and 2012 Vendor Shares, doc #242465, August 2013. Based on year-over-year revenue growth in 2012 for vendors with revenues of \$20M+.



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