

# Analytics Startup Builds New Vulnerability Management Program and Earns CMMC Certification

## The Company

Virtualitics is an augmented analytics company helping organizations expand access to complex data to make work more visual, collaborative, and actionable.

Their suite of augmented analytical tools allow companies to harness the power of artificial intelligence (AI) and multidimensional visualizations to elevate unstructured data analysis in a no-code environment and communicate findings in ways that are understood across the organization.



Patented technology is based on 11 years of research at the California Institute of Technology and NASA/JPL



Supported by a talented team of data scientists, designers, and engineers with several hundred publications in the field of artificial intelligence and data visualization

## The Situation

Virtualitics CISO, Alfred Valerio, was tasked with preparing the organization for CMMC compliance. As a startup, the vulnerability management program needed to be developed – and common for many startups, the security team was comprised of just him. Alfred knew he needed a solution that would provide leverage and peace-of-mind, it must not require significant management or maintenance – and also required no additional resources.

Alfred knew the pain points, having worked with cybersecurity consulting firms in the past as well as having experience running the assessment tools himself. Point-in-time assessments only provided a snapshot view. In order to achieve true compliance, Virtualitics would have to show proof of a vulnerability management program and historical remediation efforts. Alfred quickly found that in order to get the outcome he was looking for, a number of tools would have to be integrated and managed individually. This was not acceptable or scalable.

## The Solution

Virtualitics reached out to VULNERA and scheduled a discovery session to understand the services offered, where they fit into Virtualitics' cybersecurity program, and what the level of effort would be on their part. After seeing the turn-key approach, Virtualitics chose VULNERA's Continuous solution with 24x7x365 coverage and real-time analytics via the dashboard.

Virtualitics quickly experienced the difference working with VULNERA's solution. When the SolarWinds vulnerability was published, Virtualitics Information Technology was notified and the vulnerability was resolved the same day. Virtualitics tracked remediation efforts in regular debriefs with domain experts and leveraged VULNERA's deliverables to communicate the organization's vulnerability management posture to the board, investors, and customers.

## The Results



### CONTINUOUS TESTING

Reduce the exposure time of vulnerabilities and enable faster remediation



### ONGOING COMPLIANCE

Identify vulnerabilities and risk – as well as validate security measures are improving the security posture



### REMEDiation TRACKING

Automatic tracking of new, open, and resolved issues – no additional tooling required



### BUILDS TRUST

Create successful relationships by providing tangible evidence of commitment to cybersecurity

If you want a solution where someone will look after you 24/7 and give you a very flexible, professional, and quality service – you want VULNERA. The continuous testing provided very credible findings and outlined clear improvements that we were able to implement to improve our security. The whole process raised the bar of our cybersecurity program. They completely removed the need for me to run my own vulnerability management program. Now we can just focus on remediation.

Alfred Valerio – CISO  
Virtualitics, Inc.