

# Pioneer Investments

Pioneer Investments Reaps Benefits of Continuous Monitoring and Mitigation by Deploying the ForeScout Platform

## UP

and running within weeks

## INSTANT

visibility and intelligence

## COST

reduced by decreasing man hours required for issue prevention



### Industry

Financial services

### Environment

2,060 employees spread across 31 offices in 27 countries worldwide

### Challenge

- Lack of visibility to which users and devices were on the network
- Inability to enforce policies

### Security Solution

- ForeScout platform
- ForeScout Enterprise Manager

## Overview

Founded in 1928, Pioneer Investments is a global investment management firm dedicated to growing and preserving client assets. It offers a diverse range of products across both traditional and non-traditional asset classes, managed by its global investment centers located in Boston, Dublin, London and local investment centers across the regions. Pioneer Investments maintains 31 offices in 27 countries worldwide, as well as an experienced team of more than 2,060 employees globally, of which almost 350 are investment professionals. Pioneer Investments is a wholly owned subsidiary of the UniCredit Group.

Pioneer's forward thinking security team responsible for operations and compliance, led by Chief Information Security Officer, Ken Pfeil, required a network security solution that would provide it with intelligence across users, devices and applications, which would allow them to enforce granular policy control and to facilitate control interoperability.

## Business Challenge

*"You can't manage what you are blind to – and that presents risk"*

– Ken Pfeil

Prior to joining Pioneer, Pfeil vetted potential network access control (NAC) solutions for a previous company. Because of this existing knowledge, his most recent evaluation of network access security solutions for Pioneer was centered mostly on what had changed with the technologies. In 2012, when Pioneer began revisiting next-generation NAC technologies, the main focus became discovering approaches that had useful integration aspects and flexibility in applying specific policies based on certain conditions, both at the client and network levels – interoperability and extensibility being of paramount importance.

## Use Cases

- Device visibility
- Asset management
- Device compliance
- Network access control
- Incident response

## Results

- Comprehensive, real-time network visibility across endpoints
- Rapid deployment, and near immediate justification of investment
- Comprehensive integration capabilities with Pioneer's existing security solutions
- Reduction in costs by decreasing the man-hours required for issue prevention, awareness and response

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“We were up and running with the Forescout platform in just a few weeks, and received fantastic intelligence almost immediately. That alone was worth the cost of the solution, as our team was much better informed, and ultimately able to make more effective decisions.”

— Ken Pfeil, Chief Information Security Officer, Pioneer Investments

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## Why Forescout?

Over the course of the evaluation, Pioneer considered multiple vendors. A key differentiator of the Forescout platform was its ability to sit out of band and easily capture both managed and unknown devices. All other solutions evaluated by Pioneer required an in-line tap, agent or something similar to work. Additionally, the other solutions did not offer the extensive endpoint details that the Forescout platform does — unless devices were pristinely managed — nor did they offer the same level of pre-admission or post-admission enforcement.

“Most solutions we evaluated required us to change our wired network configuration, and would have forced us to perform significant upgrades,” said Pfeil. “We believe they would have been administratively heavy to roll out and support.”

In the end, the Forescout platform offered Pioneer Investments all of the functionality it required, and enabled integration with many of the company's existing security technologies via Forescout's integration capabilities, without the need to do a major redesign of the company's existing infrastructure.

## Business Impact

Pioneer deployed the Forescout platform to more effectively monitor its host-based security systems, and ultimately provide visibility into its network resources, as well as endpoints accessing those resources. Since the deployment, Pfeil's team doesn't have to micromanage ten plus disparate security products to achieve this visibility. To date, the Pioneer team has deployed a number of the Forescout platform appliances (both hardware and virtual) across its regional offices, as well as a the Forescout platform Management Appliance at the main corporate site that it uses to create overarching policies and manage the remote appliances.

“We were up and running with the Forescout platform in just a few weeks, and received fantastic intelligence almost immediately. That alone was worth the cost of the solution, as our team was much better informed, and ultimately able to make more effective decisions,” said Pfeil. Benefits realized by Pioneer Investments after deploying the Forescout platform include:

### Real-Time Network Visibility

Since deploying the Forescout platform, Pioneer Investments has been able to gather a large amount of information from its entire security infrastructure, providing the company with the actual state of network resources and endpoints in real-time. In addition, the Forescout platform allows Pioneer to look into devices individually, or view them by policy or class of systems.

### Extensive Interoperability

The Forescout platform acts as the heart of Pioneer's active defense system, making a significant difference in the company's IT security by enabling it to act on actionable intelligence from many devices at one particular time, with little to no security intervention, and minimal impact on the business. Currently, Pioneer is focusing on key integrations with existing solutions such as BeyondTrust's Retina Vulnerability Management, which will enable forescanning and subsequent actions based on scan results; and Bromium's vSentry, which allows Pioneer to detect advanced threats and zero-day attacks on its network, and to prevent malware propagation and take additional risk mitigation actions using the Forescout platform.

## Ease of Deployment and Management

Pioneer was able to deploy the Forescout platform on a phase-by-phase basis — by specific offices, floor by floor — with the main part of the global implementation taking place over a matter of weeks. “With Forescout, we did not have to take a piecemeal deployment because it was not inline, had agentless options and worked with our wired and wireless implementation,” said Pfeil. “Once configured, the Forescout platform can then be managed centrally with standard policies from our main site. The GUI is very well done, and easy for folks to use — it also has a Web portal so IT staff, like the help desk, can run queries on users, device and security questions.” Pioneer’s the Forescout platform appliances run with corporate policies, but additional policies can be run by the regional administrator at the regional level.



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