Guardian Technology Group Boosts Financial Security, Adds Value to vCISO Services

Introduction

After working with a hacked client who needed a comprehensive security assessment, Dan Sitton, owner and founder of Guardian Technology Group, went searching for a cost-effective solution that could deliver thorough vulnerability scanning across multiple locations. He quickly settled on ConnectSecure.

"I was looking for something that kind of hit everything and ConnectSecure does just that," he explains.

ConnectSecure now helps his team enhance security for financial clients, simplify compliance preparation, and identify security gaps that standard tools miss—all while maintaining healthy profit margins on their fractional vCISO services.

> ❝ *ConnectSecure's support is fantastic. Everyone I've worked with takes ownership in the company and wants to go the extra mile. That's a breath of fresh air in the technology industry.* ❞

Dan Sitton
Founder, Guardian Technology Group

Get to Know Guardian Technology Group

Guardian Technology Group is a veteran-owned IT security consulting business in Texas founded two years ago by Dan Sitton, who brings two decades of experience in the banking industry to the table. The company specializes in virtual Chief Information Security Officer (vCISO) services for the financial industry, primarily banks and credit unions. When companies experience security incidents, Guardian often steps in to manage the response until forensic teams arrive.

Their service portfolio includes:

- **Security assessments**
- **Incident response management**
- **Policy development**
- **Compliance guidance**
- **Governance and risk management**

> **"** *A lot of my clients, a lot of the banks that I work with use MSPs who do their very best. But sometimes those RMMs, like different products, don't fully patch or may miss patches.***"**
>
> Dan Sitton
> Founder, Guardian Technology Group

Challenges: Protecting financial institutions in a regulated environment

Guardian Technology faced several specific challenges while working with their financial sector clients:

1. **Incomplete vulnerability management**: Many client banks were using Managed Service Providers (MSPs) for general IT support, but these providers' Remote Monitoring and Management (RMM) tools often missed critical security patches.

2. **Manual remediation burden:** When vulnerabilities were identified, the Guardian team needed a streamlined way to address them across multiple clients without manually configuring each system.

3. **High regulatory scrutiny:** Financial institutions face rigorous regulatory examinations, with federal and state examiners conducting comprehensive audits regularly.

4. **Client confidence:** As a newer company providing high-level security guidance, Guardian needed validated data to build trust with clients regarding their security posture.

5. **Cost-effective scalability:** To support multiple clients across numerous locations, Guardian required a security solution that could serve multiple tenants without prohibitive costs.

"Banks and credit unions are the most highly regulated industry in the US. So that means at least every 18 months and normally every 12 months you've got an examiner coming in that's either federal or state, and they're checking to see if what you say you're doing, you're doing," Dan explains.

Solution: Complete vulnerability management with multi-tenant flexibility

Guardian Technology Group discovered ConnectSecure while conducting research for a client that had experienced a security breach. They were seeking a comprehensive security assessment tool for a client with approximately 30 locations in the Dallas-Fort-Worth area.

During their vendor selection process, they evaluated four different solutions with several key criteria in mind:

1. **Comprehensive capabilities:** ConnectSecure stood out by providing complete vulnerability management capabilities across all required areas.

2. **Multi-tenant management:** The platform was specifically designed for managing multiple clients, unlike other tools that focus on serving individual enterprises.

3. **Cost-effectiveness:** The pricing structure allowed Guardian to include ConnectSecure as a value-added component within their fractional CISO packages without impacting margins.

4. **Configuration flexibility:** ConnectSecure enabled both global settings across all clients and customization for individual clients, allowing for efficient management of multiple tenants.

5. **Customizable reporting:** The ability to create branded reports with client logos simplified the reporting process, allowing clients to present findings directly to their boards.

Impact: Strengthening client security and building trust

The implementation of ConnectSecure has delivered several significant benefits:

1. **Enhanced vulnerability detection:** ConnectSecure identifies patches missed by standard tools, enabling Guardian to find and address security gaps that would otherwise remain exposed.

2. **Streamlined remediation:** The platform provides detailed remediation information and allows Guardian to script solutions that can be deployed across multiple clients.

3. **Validated security information:** Financial clients can validate their security posture before regulatory examinations, giving them confidence that what they believe about their security is accurate.

4. **Exceptional support experience:** Guardian has been particularly impressed with ConnectSecure's support team and thorough documentation in their knowledge base.

5. **Simplified nonprofit assistance:** Guardian provides discounted services to nonprofit organizations and can use ConnectSecure's capabilities to efficiently remediate vulnerabilities for these resource-constrained clients.

6. **Business growth:** Guardian implemented ConnectSecure approximately three months ago and has already onboarded five clients to the platform.

"ConnectSecure picks up those missed patches and vulnerabilities, and then we can dig in and either manually apply the patch or address more complex issues where you've got to modify registry entries," Dan says. *"Being able to do that before the examiner gets there and making sure that we've got a clean slate and they feel comfortable whenever the examiner's coming, the information that they believe is right is correct because we validated it with ConnectSecure. That's pretty priceless to them."*

Conclusion: An ideal partnership for financial security

For Guardian Technology Group, ConnectSecure has become an integral part of their security consulting practice. The platform provides the validation and efficiency they need to serve financial clients facing strict regulatory requirements. By integrating ConnectSecure into their fractional vCISO packages, Guardian offers enhanced value while maintaining healthy margins and building client trust through verified security insights.

The comprehensive reporting, multi-tenant capabilities, and exceptional support make ConnectSecure a perfect fit for Guardian's business model, allowing them to focus on providing high-quality security guidance to their financial industry clients.

Learn how you can level up your business by making the switch to ConnectSecure.

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