



NEXT15 · CUSTOMER CASE STUDY

CLEAR VISIBILITY. FAST RESPONSE. REAL PARTNERSHIPS.

How Next15 uses Rapid7, backed by ITB, to see its whole estate on one platform, understand what matters and act fast to stop threats.

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Filmed at Rapid7, Reading

SECURITY THAT IS CLEAR, CONNECTED AND READY TO ACT

NEXT15

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RAPID7

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itb

THE CHALLENGE

- A complex estate of bespoke systems, software and ways of working
- A mix of Google, Microsoft and Amazon environments across the group
- A business that keeps growing and changing, with new systems to secure quickly
- A focus on AI and data, areas attackers increasingly target

THE OUTCOME

- A single pane of glass across the entire global estate
- New systems and businesses brought into view straight away
- The ability to react fast: disable accounts, isolate threats and stop attackers
- More value from the existing investment, guided by ITB and Rapid7

ABOUT NEXT15

Next15 is a global growth consultancy made up of a group of specialist businesses and brands. Each does something different, but all of them use data and AI to create opportunities for their clients.

That variety is a strength commercially, but it makes security hard work. Different people use different tools in different ways, and the security team needs one view across all of it to keep the group aligned and secure.

A CUSTOMER WHO KNOWS THE OTHER SIDE

Robert Sugrue joined Next15 about 18 months ago after roughly 30 years in cyber security, much of it in the MSSP world selling SOC services and technology. Now on the customer side, he knows what good looks like.

He had long admired Rapid7's technology and how clearly it shows where the risks are and what to do about them, so he was pleased to find the platform already in place when he arrived.

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Having a single pane of glass is probably one of the most important things any organisation can have.

Robert Sugrue · Group Head of Information & Cyber Security, Next15

THE SOLUTION

WHY RAPID7 WAS THE BEST FIT

SECURITY THAT PEOPLE UNDERSTAND

Security is full of acronyms, and many people are baffled by what their tools show them. Rapid7 makes it easy to see where the vulnerabilities and issues are and what needs to be done about them.

BUILT FOR DEFENCE IN DEPTH

No single tool fixes everything. Next15 needed a platform that talks to its other security technologies, takes in their telemetry and still gives a clear, simple output.

ONE PLATFORM, ANY ENVIRONMENT

Some Next15 brands run on Google, others on Microsoft, and there is Amazon in the mix. Rapid7 brings all of it into one place and gives the same output wherever the data comes from.

READY FOR GROWTH AND CHANGE

As Next15 grows, whether through new services or acquisitions, anything new can be brought into Rapid7 straight away and seen alongside everything else.



We know we can react fast. We know we can stop that threat actor. We can disable accounts they might be using. We can isolate them. We can stop them. And that is a game-changer.

Robert Sugrue · Next15

THE PARTNERSHIP

ITB AND RAPID7: GETTING MORE FROM WHAT YOU ALREADY HAVE

When Robert arrived, Next15 wasn't using all of the tool's functionality. That's common: if a product does what you need, you don't always look further. Regular conversations with ITB changed that. They showed the team what they could do with what they already had, and Rapid7 kept them up to date on how the product was developing and what was on the roadmap.

01 GUIDANCE

Engineering and analysis expertise, plus straightforward advice from both ITB and Rapid7.

02 DEPTH

A team with real depth of capability, so there is always someone to rely on and the right person to ask.

03 ROADMAP

Clear sight of what's coming, and of how to integrate Rapid7 with the rest of the security stack.

GROWING SECURELY, AT THE SPEED OF CHANGE



As Next15 grows and its profile rises, more people notice it, including attackers. The group's focus on AI and data makes it a target, so it needs protection that is ready to detect and stop threats before they get in.

Rapid7's product is shaped by what happens in the real world, not built in a vacuum. That means Next15 can keep innovating and delivering for clients while staying protected. It also means protecting Next15's people, not just its systems.

With ITB and Rapid7 alongside, Next15 has set the platform up to support the next 18 months and beyond.

Robert has never seen cyber security change as fast as it is now. A product that changes just as quickly, with the new capability included in what you already receive, is essential. By consolidating on one platform, you get more technology at a lower overall cost.



Your CEO and CFO particularly are going to love that story.

Robert Sugrue · Group Head of Information & Cyber Security, Next15

WHAT WOULD THIS LOOK LIKE FOR YOU?

Talk to ITB about clear visibility and fast response across your own organisation.

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VISIT

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