

CUSTOMER STORY



130 Employees



Palo Alto, California



Cybersecurity





Embedding Workato into a cybersecurity product, increasing sales and freeing up talent

PROBLEM

CyCognito, constrained by the resources limits experienced by most startups, did not have the bandwidth to build and test all the third-party connections the market required of its product.

SOLUTION

Embed a white-glove, low-code, workflow automation package as a component of the product. A flexible and extensible solution for existing integrations and a rich gallery of connectors that accommodate customer needs.

IMPACT

- Eliminated seven person-months per year of non-core development
- Landed a high-profile client and delighted an existing client because Workato's third-party connection gallery met their demands with ease.
- Productize their offensive security offering through automation - equip customers with quick remediation
- Never lose another deal to competitors due to lack of SIEM integration



“We were looking for a solution that would allow us to focus on the core value we bring and not spend our efforts around integration.”



Oren Parag
Product Manager

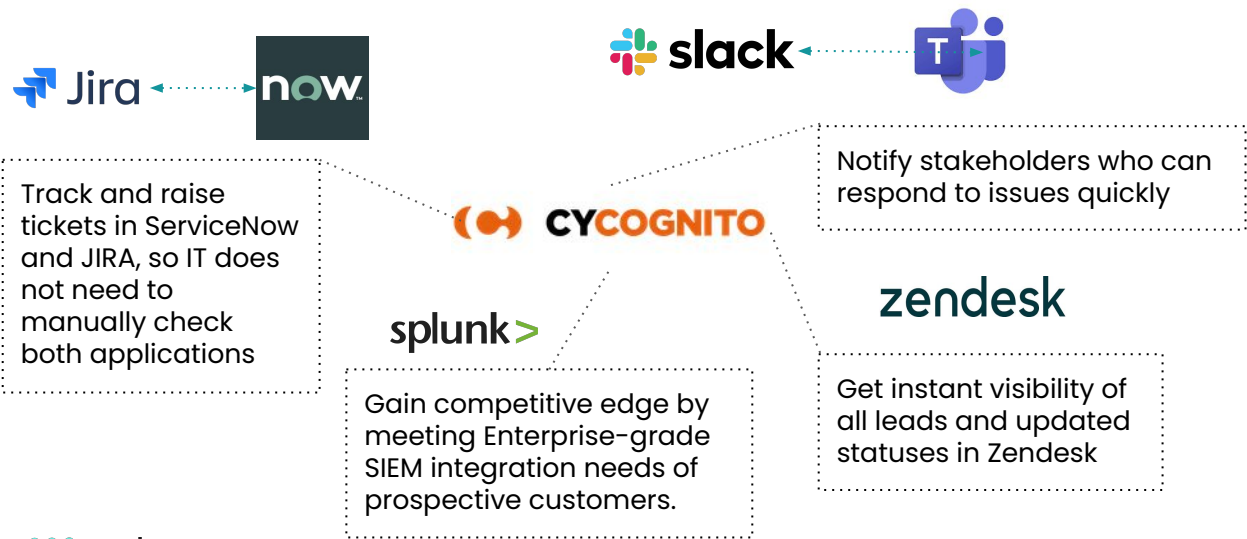


Productize offensive security through automation

Resolve issues through downstream processes in real-time

Problem: Once incidents are identified, analysts need to pull relevant data from multiple sources to resolve issues.

Solution: Incidents will trigger off all downstream processes for quick remediation. No hard-coding needed!



7 person-months/year reduction in time spent developing third-party connections



Big cost savings: breakeven after 5 months on the platform



Great customer experience: resolve issues quickly (no hard-coding required)

"What I saw in Workato ... is a new level of extensibility, customizability and -- most importantly -- ease of use."

Oren Parag
Product Manager