



# Accelerate risk reduction through an optimal skybox engagement

Skybox experts and proven methodologies ensure successful outcomes

## Overview

The Skybox Continuous Exposure Management Platform helps you improve visibility, ensure compliance, and reduce risk. But deploying advanced policy and threat management solutions across complex, heterogenous environments—integrating them into existing systems and practices—is no trivial matter. That’s why Skybox works closely with customers across the entire journey to thoroughly identify and fully address each customer’s unique requirements.

We take a practical, value-driven approach, developing a custom, phased implementation plan for each customer. We identify “quick wins” to address immediate operational pain points or specific use cases. And we work with you to develop a long-term, business-driven roadmap that delivers incremental value over time, closely aligning ongoing investments with potential benefits.

Experienced Skybox subject matter experts play a central role in helping customers prioritize efforts, contain costs, and accelerate risk reduction. Our experts act as an extension of your internal teams, freeing up your valuable resources to focus on more strategic tasks. They actively engage key operational stakeholders and decisionmakers, helping build consensus and seamlessly implement and scale Skybox Security solutions.

## Iterative approach accelerates time-to-value

Skybox helps you achieve fast results and realize continuous value by prioritizing integrations and use cases, and taking an iterative approach to deployment. Our experts work closely with your teams to identify early production environments where we can quickly deliver meaningful business benefits.

We incrementally expand deployments over time, adding more users, enlarging footprints, and supporting more use cases to extend value. Our iterative approach helps you speed up investment returns and rapidly improve your security posture, while delivering continual improvements over the long term.

## Benefits

### Accelerate time-to-value

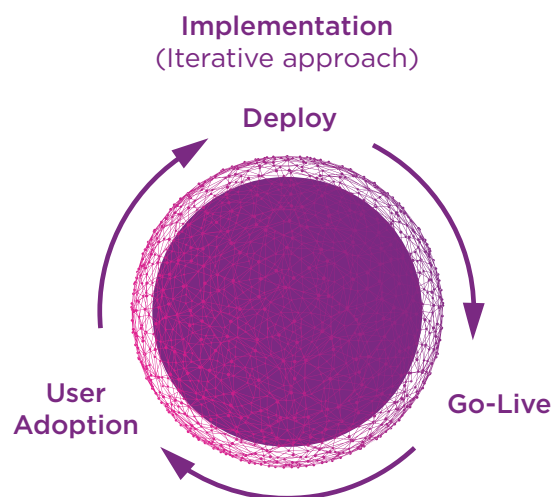
- Speed up Skybox deployments
- Prioritize and phase functionality
- Take advantage of Skybox experience and proficiency

### Optimize economics

- Align expenditures with business value
- Avoid unnecessary licensing fees and surprise expenses

### Increase staff productivity

- Free up resources to focus on strategic business initiatives
- Overcome challenges hiring and retaining talent

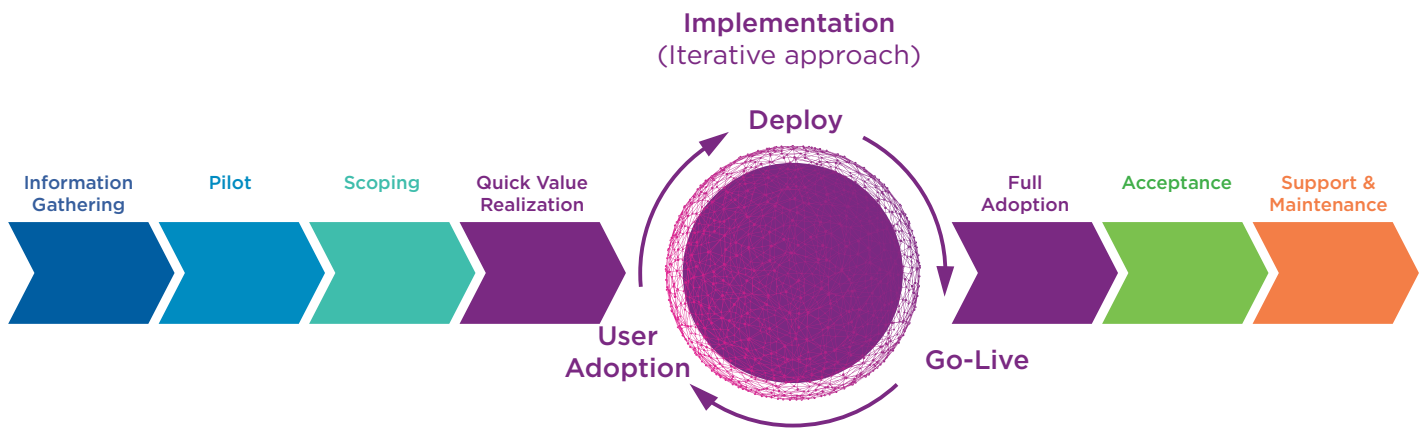


## Why engage with Skybox?

Skybox has a proven track record and deep subject matter expertise. Over the years we have helped hundreds of customers successfully design, deploy, and evolve Skybox solutions in large-scale production networks across the globe. We leverage our vast real-world experience and expertise to help you jumpstart your deployment, avoid surprises and cost overruns, and accelerate success. Our pre-sales and post-sales specialists have hands-on, working knowledge of networking and cybersecurity technology in general, and Skybox solutions in particular.

## Ensuring successful outcomes through collaborative engagements

At Skybox, your success is our top priority. We believe a close working relationship is essential. Unlike other vendors that focus on selling products and installation services, we take a collaborative approach, partnering with customers to ensure successful outcomes. We follow a series of tried-and-true best practices for engaging key business and technology leaders, identifying requirements, removing barriers, and streamlining deployments.



Proven methodologies for ensuring successful outcomes

## Information gathering phase

Every customer has a unique environment and a unique set of requirements. During the information gathering phase, we invest the time and effort up front to fully understand your particular operating environment and organizational structure, as well as your business, functional, and regulatory requirements, and strategic plans.

We work with your teams to prioritize potential use cases (see examples below) and scope out Skybox solutions, and to identify operational stakeholders and core project team members. We also establish a formal steering committee to review progress and address challenges that crop up during deployment.

## Sample use cases

- Rule base optimization
- Device configuration compliance and baselining
- Rule and access compliance
- Security policy change request management
- Threat-centric/multifactor vulnerability prioritization
- Scan-less vulnerability detection

## Pilot phase

During the pilot phase we validate each use case and technology integration in a small-scale environment. We identify gaps and determine if any changes are required prior to operationalization.

## Scoping phase

During the scoping phase we develop a prioritized, staged implementation plan, incrementally addressing the requirements identified in the information gathering phase. We generate a preliminary statement of work (SOW) and cost estimate, clearly defining the program goals and milestones, along with success criteria for each stage of the implementation plan.

We conduct deployment workshops to review our methodologies and mobilize internal resources, and we meet with operational stakeholders (SecOps, NetOps, security analysts, sales partners) and core project team members (executive sponsors, SMEs, system admins) to review objectives and assess readiness. We develop a distinct project plan, with distinct, implementation, acceptance, and support and maintenance phases for each Skybox use case.

## A shared responsibility model is key to success

**Organizational barriers, communications issues, conflicting priorities, and budget constraints can easily impede progress and stall security initiatives. Skybox strongly believes all customer stakeholders must be actively involved in all phases of a rollout, from planning to operationalization, to avoid surprises and roadblocks. At the onset of each project we establish an operational team with SecOps, NetOps, Risk Management stakeholders and a steering committee with executive sponsors and subject matter experts.**

- ◉ Roles and responsibilities are clearly articulated and agreed to upfront
- ◉ Each stakeholder organization agrees to commit resources both at the operational and executive level

## Implementation phase

During the implementation phase, we deploy and go live with the solution in an incremental fashion across individual datacenters, networks, or geographies, and/or for various use cases. We work with the customer to identify short-term opportunities to quickly demonstrate value, garner feedback, and drive user adoption. A Skybox Security Professional Services engineer provisions the Skybox platform, performs necessary integration work, configures the Skybox software, and shares knowledge and best practices with your NetOps and SecOps teams. A Skybox Project Manager conducts weekly status meetings with the core project team to track milestones and review issues. And the steering committee meets periodically to review high-level status and address potential deployment obstacles.

## Acceptance phase

During the acceptance phase, all stakeholders, including key users and project sponsors, review the status of the Skybox deployment and the overall readiness of the Skybox software and the user community. The team confirms the production software meets performance, resiliency, stability, and functionality goals. They confirm users are properly trained and are prepared to administer and maximize the value of the Skybox solution. They sign off on the success criteria defined in the scoping phase.

## Support and maintenance phase

During the support and maintenance phase the Skybox solution transitions to the Skybox technical support organization. A Skybox Professional Services engineer provides the customer and the Skybox support team a detailed operational handover guide to ensure a smooth transition. The Skybox customer support organization provides ongoing support and problem resolution. The customer takes advantage of standard or premium Skybox support services for case submission and management, technical assistance, troubleshooting, and software upgrades, updates, and patches. [Learn more about Skybox Customer Support.](#)

## Conclusion and next steps

Skybox Security solutions can help you increase insights, reduce cyber risk, and prevent breaches and unplanned downtime. Our pre-sales and post-sales subject matter experts work closely with customers from first interaction through full-scale deployment, using field-proven methodologies to identify and prioritize requirements, streamline implementations, improve readiness, and accelerate time-to-value. We help you optimize economics and improve business performance by closely aligning investments with value, by avoiding surprise expenses and unnecessary licensing fees, and by freeing up internal resources to focus on more strategic activities.

**Learn how an optimal Skybox engagement can help your company speed up risk reduction and accelerate ROI:**

[Contact a Skybox expert >>](#)

## About Skybox Security

Over 500 of the largest and most security-conscious enterprises in the world rely on Skybox for the insights and assurance required to stay ahead of their dynamically changing attack surface. Our Continuous Exposure Management Platform delivers complete visibility, analytics, and automation to quickly map, prioritize, and remediate vulnerabilities across your organization.

[skyboxsecurity.com](https://skyboxsecurity.com) 

