

# Rapid7 Gains Visibility into Device Security with Mobilisafe

## About Rapid7

Boston-based Rapid7 is an IT security risk management software provider, helping organizations gain visibility into, manage and mitigate their risk. As the “Bring Your Own Device” (BYOD) trend picked up steam, Rapid7 realized that organizations need a way of gaining visibility into what mobile assets are accessing corporate data, and the level of threat represented by each device. The Company started evaluating options for mobile risk management (MRM), using its own corporate network as a test case for the effectiveness of the solutions being analyzed.

Rapid7’s search for a reliable solution for identifying the threats associated with BYOD revealed that there are few solutions available that focus on the security aspects of mobile device management, and fewer still that are easy-to-use, deploy and understand.

## Gaining Visibility into Mobile Risk

According to global research and advisory firm Forrester: “59% of firms now officially support personally owned smartphones to some extent.”

This is likely to increase as BYOD gives employees the flexibility to use the device they want in the way they want, and can save organizations

significant expense. The ability to access data remotely from personal devices allows employees to work from home, check email on the commute, and be more efficient overall. However, it also creates new points of entry for attacks. Organizations, including Rapid7, need to get visibility into these entry points and understand the possible impact so they can manage the risk effectively.

Naeem Taj, director of IT at Rapid7, led the Company’s evaluation of the technical capabilities of prospective mobile solutions it could acquire. His focus was on finding a solution that would address his own concerns in protecting Rapid7’s network.

“The top of my list of worries is the confidential information being accessed,” said Naeem Taj, director of IT at Rapid7. “When accessing email on personal mobile devices, it’s easy to download confidential information. From a security perspective, it’s important to have visibility into what’s going on with mobile devices accessing our network.”

## Evaluating Mobilisafe

Rapid7’s search led them to Mobilisafe. The mobile risk management solution’s approach appealed to Rapid7 as it provides a very simple, easy-to-use dashboard that enables administrators to clearly see and manage the risk associated with mobile devices. It does not require an agent to be installed on the device, nor does it control what users can and cannot see or visit on their device, except as relates to allowing access to corporate data. The solution seemed designed to give organizations the control and insight they need, while maintaining employees’ control over their own devices and privacy.

Mobilisafe leverages its integration with ActiveSync, supplemented with advanced scanning and analysis capabilities to enable IT administrators to see who is connecting to the network with which devices. Users can see precisely which version of software the mobile devices are using and its vulnerabilities. It also tells the IT manager if there are firmware updates available and provides an intelligent “TrustScore”, which is based on patent-pending algorithms that compile various data streams to provide a threat rating for the organization.

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**Naeem Taj**  
Director of IT  
Rapid7

The TrustScore is essentially a simplified risk analysis that provides an understanding of the risk profile of every device in the organization. Users can use it to see and measure the impact of policies and management practices they employ, such as blocking untrustworthy devices. During the evaluation of the solution, Naeem was amazed by the insight he gained into the risk associated with mobile devices in Rapid7's environment.

"Mobilisafe gives a great overview of our security posture relating to mobile devices. I can easily see what kinds of devices are connecting," says Naeem. "I saw that on average, there were multiple devices connecting to the network per user—iPads, Kindles and other personal devices in addition to mobile phones. There are 336 mobile devices connecting, but only 236 active users. Multiple devices mean that the probability of a data leak is multiplied by 1.5 or 2."

The ease of deployment made Mobilisafe an early front-runner for Rapid7 and impressed Naeem. "Mobilisafe comes in the form of a very easy-to-use, software-as-a-service (SaaS) dashboard and only took 20-30 minutes to deploy. I was pretty amazed by the speed of getting up and running."

### Benefits

#### Multiple Devices = More Risk

Many users access company data on multiple devices, increasing the probability of a data leak.

#### BYOD Trend Growth

**59%** of firms support personal smartphones.

#### Quick and Easy to Deploy

Mobilisafe is a SaaS dashboard and has a 2-3 MB install to the Exchange server, taking minimal time to be up and running.

"It also has a very lean footprint. There is a 2-3 MB install to the Exchange server, and it sends the information into the cloud," stated Naeem.

### Moving Forward with Mobile Risk Management

The ease of use, quick policy creation, and automated alerts of Mobilisafe set it apart from other solutions Rapid7 evaluated.

"From the time of the initial demo, we saw that the dashboard is very clean and user-friendly. We didn't need any training and it took only 10 minutes to set up policies," says Naeem. "With two clicks, I can remove or wipe a lost device. With one click, I can send an email to all users with out of date software. Everything is also under one interface, so I don't have to remove devices manually. Without Mobilisafe, I'd have to remove individual users or run script. I also get an alert when a new device connects, so I can see if non- or ex-employees try to connect with the network."

"Mobilisafe has made us much more efficient. We could get most of the information running powershell commands on our exchange server, but it's so much easier and faster to do the same tasks through a web-friendly interface. I'd estimate it takes less than half the time with Mobilisafe, and we get much more comprehensive, usable information," adds Naeem.

With Rapid7 seeing the benefits of its Mobilisafe deployment so clearly in its own environment, it proceeded with the acquisition to deliver the same capabilities to its customers. Mobilisafe is now offered as a monthly or yearly per-user subscription for Rapid7 customers. The Company looks forward to further developing the product as the BYOD trend continues and the associated risks grow.