



Case Study

Greenhill Builds Stronger Security By Sparring with Randori

THE CHALLENGE

"I want to truly understand how good my cybersecurity program is." For the past 17 years, CIO John Shaffer has overseen the infrastructure and security that keeps Greenhill and Co. running and secure. As a leading investment and financial advisory firm with 15 offices worldwide, maintaining an up-to-date picture of their global attack surface was a constant challenge for John and his team.

As Greenhill evolves, shadow IT and the potential of blindspots, misconfigurations, or gaps in the security program were of increasing concern. As the threat landscape changes and the security program advances, the fundamental question remains: "How effective is our security program at protecting what is most important to Greenhill?"

John was looking for a solution that would not only reveal weaknesses and validate existing investments, but train and challenge Greenhill to elevate their security program.

THE SOLUTION

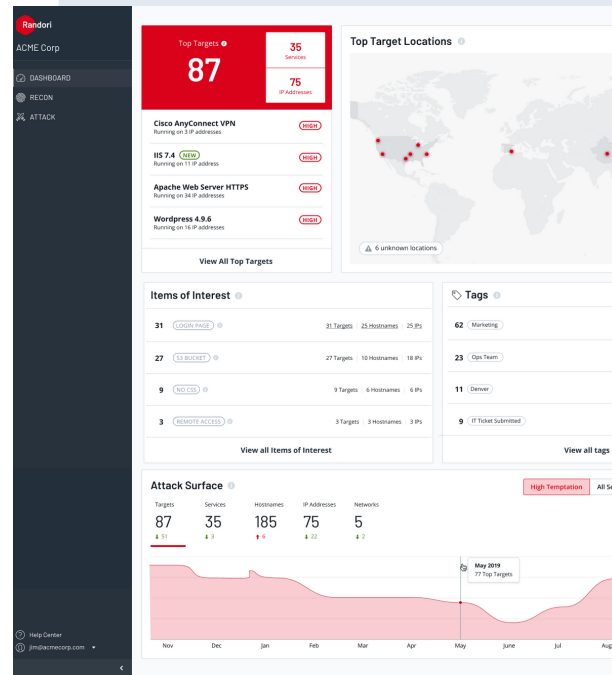
Starting from a single email address, Randori Recon surveilled Greenhill's external attack surface, and helped find systems the team didn't know were exposed to the Internet. With the help of Recon's prioritization engine, Target Temptation, the team patched, reconfigured, and deployed new controls to protect their most tempting targets.

Greenhill

INDUSTRY:
Investment Banking

EMPLOYEES:
500+

PRODUCTS:
Randori Recon
Randori Attack



About Randori

Randori is building the world's most authentic, automated attack platform to help defenders train against an adversary. Based on decades of experience and technologies used to penetrate some of the world's largest and most secure organizations, Randori enables security leaders to find blind spots, validate security investments, and accelerate security maturity. Headquartered in Waltham, MA with offices in Denver, CO, the company is backed by Accomplice, .406 Ventures and Legion Capital. Learn more at www.randori.com, and follow Randori on Twitter and LinkedIn.

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Then, it was time to move beyond models to the real-world with Attack. John gave authorization for Randori Attack to attempt critical objectives, such as accessing sensitive file shares hosted on their internal network. Emulating an authentic adversary, the Attack platform gained initial access by executing an exploit for an undisclosed vulnerability on Greenhill's perimeter infrastructure.

This allowed Greenhill to train an "assume compromise" scenario. When facing new exploits, misconfigurations, or stolen credentials, patching isn't a way out: teams must effectively detect and respond. This requires the right products deployed effectively, the right set of incident response processes, and a team experienced in execution. The goal of the Attack platform is to train and optimize these defenses.

With authorization in place, Attack pivoted through controls to achieve persistence and lateral movement. This created an opportunity to exercise Greenhill's detection and response capabilities. At each stage in the kill chain, John had visibility into executed actions and which defenses worked successfully, and which did not. This revealed the need for increased reporting at key points in the network, and the optimization of detection rules in the SIEM. With new changes in place, the team ran it back with Attack to confirm implementation and reduce "time to contain". This Attack-Defend process is continuous—Greenhill is notified as their attack surface changes, and can test against new and emerging attacker techniques.

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Using Randori has helped me understand how much risk I am willing to accept. It has completely changed my mindset on how we should do security.

Greenhill

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THE RESULT

With the combination of Attack Action Reports and Recon Target Temptation, John can measure efficacy—what's working, what's not—and better invest across his security program. "Seeing authentic attacks on our network gives me a powerful narrative to share with leadership," Shaffer said. "I can validate what's working and build up my team." From sparring with Randori, Greenhill is remediating faster and benchmarking progress; John and team are excited to train for the next fight.