How Skybox Security Uses CloudShell Pro to Reduce POV Environment Set-up Time By 80%

Challenges

- Need for complex environments on-demand during Proof of Value demos

Solution

- CloudShell Pro
- Azure Marketplace
- Azure Virtual Machines
- Azure Virtual Network

Result

- Decreased set-up time by up to 80%
- Increased Cloud Consumption Efficiency
- Reduced infrastructure costs

Customer Profile

Skybox Security, located in San Jose, California, is a cybersecurity management software provider focused on giving its international clients the tools to eliminate attack vectors and safeguard business data and services on an everyday basis. The Skybox Security Suite platform uses analytics to identify its customers' largest risk exposures across physical, virtual, cloud, and operational environments and offers options on how to mitigate those risks.

Business Goal

To demonstrate product value during the sales process, Skybox needed the ability to create proof-of-value (PoV) simulations that represent a prospect's production network behavior in a separate environment.

Main Challenges

For Skybox, the key challenge was creating complex environments for PoVs to demonstrate to their clients how their solution can help mitigate various network risks. This challenge impacted Skybox's ability to demo their product in an effective manner that would help them win deals and grow sales. For more effective demos, Skybox needed full virtual environments that would mirror their prospective client's network behavior in a separate environment.

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> If I wanted to install Skybox in a customer's environment on-premises for a PoV, I needed their IT and security involved.
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> With Quali, we can do this in Azure with the customer's permission. That translates to days instead of weeks.
>
> Ami Ben-Dror
> *CIO, Skybox security*
>
> "

Solution

Based on a recommendation from their Microsoft channel partner, Skybox was introduced to CloudShell Pro, an Environment as a Service solution from Quali. To meet Skybox's need to provide full virtual environments for their demos, Skybox's CloudShell Pro solution was deployed on Microsoft Azure and utilized Virtual Machines images from the Azure Marketplace to model complex PoV environments.

Results

After completely replacing their legacy system with Quali's CloudShell Pro, Skybox customers can get environments on-demand.

In addition to utilizing CloudShell Pro's superior environment set-up performance to show prospective customers how Skybox Security technology works on their network during PoVs, Skybox is also using the solution to better train their presales engineers and technical employees.

Since using CloudShell Pro, Skybox has:

Decreased setup time by up to 80%

Increased Cloud Consumption Efficiency

Reduced Infrastructure Costs

Information in this document is accurate as of 12/02/2020. Information may have changed after this date.

120220_v1