ARMELLINI
Keep on Trucking - Securely

ARMELLINI ▲ logistics

OVERVIEW

NEED
After experiencing and recovering from a ransomware attack, the security team wanted to implement additional controls to help proactively reduce their exposure to ransomware moving forward.

SOLUTION
Randori Recon's Attack Surface Management capabilities enabled Armellini to discover previously unknown assets and develop a prioritized action plan for reducing and hardening their attack surface.

BENEFIT
Armellini now has continuous visibility into their attack surface and the real time ability to report to the board and executives their exposure and relative risk to ransomware.

ARMELLINI LOGISTICS

Armellini Logistics is a family-run nationwide shipping, storage, and logistics company based in Palm City, Florida. Started in 1945 by husband and wife team Jules and Sarah Armellini, the company distinguishes itself through its dedication to customer satisfaction and investment in innovative technology. The company's national network has made them one of the largest providers of temperature-controlled shipments specializing in flowers with logistic centers and warehouses across the United States.

> "We needed a more proactive approach to reduce our risk from ransomware - hoping to stop it at execution was not a viable strategy. Adopting Randori has been an absolute homerun." - Eric McManis, Director of IT at Armellini

BUSINESS PROBLEM TO BE SOLVED

In December of 2019, Armellini was the target of a sophisticated ransomware attack. While they were able to quickly and successfully recover from the Attack, Armellini was determined to adopt a more proactive approach to prevention moving forward.

Following this experience, Armellini's security team was tasked with finding innovative ways to reduce their operational risk from ransomware. The incident had brought to their attention the risks posed by shadow IT. To begin, Armellini's team set out to identify solutions that could help them discover unknown assets and assist in developing an action-plan for minimizing their greatest external risks. In researching potential solutions, the Armellini team zeroed in on attack surface management.

Eric McManis explains: "We had no way of knowing which of our assets an attacker would target first until we worked with Randori."

> "With Randori, we have the ability to get ahead of problems in a way that wasn't possible before. It eliminates the guesswork from our routine, which gives us back about 15 hours of our workweek."
>
> - **Eric McManis**
>   Director of IT at Armellini

SELECTION OF RANDORI

In need of a low-friction solution to provide their small team with high quality and actionable insights into their attack surface, Armellini engaged Randori for a free Recon Report. Given Randori's attacker-focused approach to attack surface management, the report showed Armellini how Randori's attacker's perspective could illuminate shadow IT and prioritize which external assets were most likely to be targeted.

Critical for Armellini was Randori's Target Temptation Model, which analyzes each external target using the same factors most often used by today's threat actors when determining where to strike next. This unique approach differentiated itself from other ASM solutions by providing Armellini with a prioritized list on which they could take action.

Armellini kicked-off a 30 day proof-of-concept and quickly discovered additional issues, including a vulnerable VPN. Armed with this evidence, the Armellini team was able to go to their board and secure funding to begin implementing Randori.

BUSINESS BENEFIT OF RANDORI

Leveraging Randori, Armellini has been able to gain deeper visibility into external risk and ensure their asset and vulnerability management systems are updated as new cloud and SaaS applications come online. Increasingly, Armellini has been leveraging Randori's Target Temptation analysis to triage and prioritize which vulnerabilities to patch. With this insight, the Armellini team has been able to reduce their risk without impacting business operations and hopes to begin testing the resiliency of their security program using Randori's continuous and automated red team capabilities in the near future.

FOR MORE INFORMATION

Randori is your trusted adversary. Randori Recon provides organizations with an attacker's perspective, empowering them to regain control of their attack surface and reduce risk over time. Get started with a free 14-day trial at www.randori.com/recon.

Randori is your trusted adversary. Randori Recon provides organizations with an attacker's perspective empowering them to regain control of their attack surface and reduce risk over time. Get started with a free 14-day trial at

Randori © 2021   www.randori.com/recon   2