



Stopping cyberattacks globally with artificial intelligence

Vectra®, the world leader in applying artificial intelligence to detect and respond to cyberattacks, enables global expansion with OEM | Embedded & Edge Solutions



Cybersecurity

United States

Business needs

Vectra needed to improve availability, flexibility and delivery times for the appliances that run Cognito®, the company's network detection-and-response platform.

Solutions at a glance

- [Dell Technologies OEM | Embedded & Edge Solutions](#)
- [Dell EMC PowerEdge R440 servers with Intel® Xeon® processors](#)

Business results

- Reduces solution delivery times from 6 weeks to 1 week
- Reserves components to ensure appliance availability with changes in demand
- Provides higher quality network security appliances
- Enables customers to detect and respond rapidly to in-progress cyberattacks in cloud, data-center and enterprise infrastructures
- Drives global business growth

“We receive our components faster from OEM | Embedded & Edge Solutions, so we can start building appliances and get them to customers sooner. That means the AI that runs on our appliances can be deployed and start learning the customer’s cloud and network environments to identify active threats.”

Greg Rocha, Director of Operations, Vectra

When it comes to preventing cyberattacks, speed is everything. Companies need to stop cyberattacks in cloud, data-center and enterprise infrastructures before they can steal or damage critical systems and data. That's why Vectra strives to get its solution to customers as quickly as possible.

Vectra offers Cognito®, a network threat-detection and response platform that uses artificial intelligence (AI) to identify hidden cyberattackers in real time and rapidly perform conclusive incident investigations. “We are one of the only companies to use AI and machine learning to detect threats, and our technology enables customers to detect threats and respond quickly before major damage is done,” says Mike Banic, vice president of marketing at Vectra. The brain of the Cognito platform runs on the Vectra X29 appliance, which constantly receives enriched network metadata intelligence from multiple sensors throughout the cloud, data-center, and user and IoT networks.

Due to high demand, Vectra sometimes struggled to build and deliver the X29 to customers in a timely fashion. “We have a build-to-order model using custom components, where vendors wouldn't start procuring components until we sent them a purchase order,” says Greg Rocha, director of operations at Vectra. “As a result, it sometimes took up to six weeks to receive equipment to start building appliances, and our customer satisfaction levels started to slip.”

“We no longer have product shortages thanks to OEM | Embedded & Edge Solutions. Now we can place an order and receive a server within a week, compared to six weeks previously.”

Greg Rocha
Director of Operations
Vectra

Solving the supply chain problem with OEM | Embedded & Edge Solutions

To overcome potential security, timing and reliability challenges, Vectra opted to partner with the OEM | Embedded & Edge Solutions team. “We saw that the performance of the Dell EMC hardware was superior to what we had used previously,” Rocha says. “We also recognized that the Dell Technologies global supply chain could help us solve our component availability and logistics problems.”

Vectra builds its X29 appliance on Dell EMC PowerEdge R440 servers with Intel® Xeon® processors, offering the appliance in small, medium or large configurations, depending on customer bandwidth requirements. “We can standardize three different versions on one system without needing to keep all that inventory ourselves,” says Rocha. “That gives us flexibility and helps us keep costs down.”



OEM | Embedded & Edge Solutions supplies and ships components to Vectra and assists the company in setting up each customer solution. Vectra teams also work at customer sites to identify security vulnerabilities and misconfigured networks. “As our partner, Dell Technologies delivers the brain of our Cognito solution,” Banic says. “Every customer we ship to today can leverage AI to prevent cyberattacks by running Cognito on the OEM | Embedded & Edge platform.”

Cutting delivery times from 6 weeks to 1 week

Vectra has now solved its product availability and delivery issues. “We used to have uncertainty around procuring self-encrypting drives, for example, but there are always 300 drives available for us—enough for 150 of our systems,” says Rocha. “We no longer have product shortages thanks to OEM | Embedded & Edge Solutions. Now we can place an order and receive a server within a week, compared to six weeks previously. We can deliver our product faster and make our customers happier.”

Vectra can also provide higher quality appliances. “We no longer need to worry about systems that are not operational. Our product quality is stronger now because the overall process we have in place is much better,” says Rocha.

Helping customers detect network breaches faster

By delivering X29 appliances when and where they are needed, Vectra can help its customers to detect and respond faster to cyberattacks before they do damage. “We receive our components faster from OEM | Embedded & Edge Solutions, so we can start building appliances and get them to customers sooner. That means the AI that runs on our appliances can be deployed and start learning the customer’s cloud and network environments to identify active threats. For our customers, that’s what this is all about—using our AI technology to improve network security.”

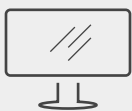
By running the Cognito platform on Dell Technologies solutions, Vectra is enabling customers to use AI technology to detect and prioritize cyberattacks that pose the highest risk. For example, a healthcare provider using Cognito detected more than 27,000 security events over a 30-day period. Vectra Cognito platform algorithms automatically triaged, scored and collated those security events and prioritized the 60 devices out of more than 100,000 that represented the greatest security risk. This represents the security operations workload reduction—from more than 27,000 events to 60 devices, or two per day—that customers value.

Enabling global growth

Vectra is now able to expand its business across the globe. “We are growing and receiving more orders from customers in Europe, and we can accommodate them because Dell Technologies has local facilities,” says Rocha. “We don’t have to pay shipping charges and import tariffs, and our systems aren’t exposed to potential damage during 5,000 miles of travel. In addition, we can better understand what regulations we need to comply with in each country we’re working in. As we continue to expand our product offering, we have a high level of confidence in our ability to grow.”

“Every customer we ship to today can leverage AI to prevent cyberattacks by using our solution running on the OEM | Embedded & Edge platform.”

Mike Banic
Vice President of Marketing
Vectra



[Learn more](#) about
OEM | Embedded & Edge Solutions



[Contact](#) an OEM | Embedded
& Edge Solutions Expert



[Connect on social](#)

DELLTechnologies

