

Leading North American Law Firm McInnes Cooper Counts on Trusted Partner GoSecure to Deliver Managed Solutions from Networks to Endpoints



GoSECURE

CASE STUDY

MCINNES COOPER

THE CHALLENGE

McInnes Cooper had some protection but needed a complete solution for a growing organization. They wanted a partner with a clear playbook of when and how the issues would be managed by the vendor and when response would be handled in-house. They also wanted a partner with a skilled, responsive team of experienced professionals they could trust.

THE SOLUTION

GoSecure installed their GoSecure Titan Managed Detection and Response (MDR) solution side by side with a current security vendor to demonstrate potential performance improvements. GoSecure caught and resolved a potential infection – just as the current vendor was sending an alert and making recommendations for McInnes Cooper to proceed.

WHY GOSECURE

GoSecure delivers the GoSecure Titan Managed Detection and Response (MDR) difference backed by a team that is a true partner. The GoSecure Titan MDR solution suite provides McInnes Cooper coverage of networks and endpoints, with a game plan of what GoSecure can resolve on their behalf. Plus, the GoSecure team is trusted and inspires confidence in their expertise.

Scott Howell has a lot on his plate as the Managing Director of Technology and Information Services at McInnes Cooper, one of the 25 biggest business law firms in Canada. The firm, originally founded in the 1800s, has more than 400 employees in six locations in key economic centers across Atlantic Canada - including nearly 200 lawyers. And the firm recently launched a new professional services affiliate, MC Advisory. This growing organization keeps Howell's team of about 14 professionals – spanning help desk, systems operations, mobility, software development, process improvement and library/research – very busy.

Before engaging GoSecure, McInnes Cooper had the help of an outside security vendor. The coverage primarily supported their main Halifax site, with no significant protection for the other locations. When the time came to expand their protection across all locations - and ensure that mobile users were protected - Howell wanted to evaluate his options, including GoSecure.

Howell met with the GoSecure team at an event and was impressed with the knowledge and experience that backs up the technology solutions offered by the organization. "Being able to talk to those individuals and understand the caliber of resources at the disposal of that group was a big swaying point to us," said Howell.

Full coverage of their networks was vitally important to McInnes Cooper and one of the biggest initial selling points to Howell was the GoSecure Titan Endpoint Detection and Response (EDR) tool. "The same protection we had for our brick-and-mortar buildings, protecting our internet, was now protecting all of our devices - no matter where they went. GoSecure was one of the first we found providing that type of a solution. Since we have a fairly mobile workforce with lots of laptops, knowing we have that same level of protection and control over our assets was a big component to what made GoSecure solutions stand out."



"When I asked about the potentially infected machine GoSecure told me 'We covered you first, before even telling you that you have a problem.' And that specific event made us sign up the next day."

Scott Howell
Managing Director of Technology and Information Services

MCINNES COOPER

MCINNES COOPER

Industry: Legal

Employees:

400 employees total, nearly 200 lawyers

GoSecure Solutions:

- GoSecure Titan Managed Detection and Response (MDR)
- GoSecure Titan Endpoint Detection and Response (EDR)
- GoSecure Titan Network Detection and Response (NDR)

And to Howell, the proof was in the performance. They tested the GoSecure Titan MDR solution against their current security software. One day, an alert came in from the current vendor about a potentially infected machine with some recommendations for the McInnes Cooper team to address the situation. Howell shortly learned that the GoSecure solution had already found the problem, and then GoSecure both isolated and cleaned the machine in question. In essence, GoSecure resolved the potential problem before Howell even knew it was an issue.

With GoSecure Titan Managed Detection and Response (MDR), the McInnes Cooper team can focus on other things while trusting that they are protected. Howell feels that this has provided an advantage in the relationship. "It's important to make sure you have a clear line of what you want to do internally and what you want the vendor to do. You will see the value and can have full trust both ways that things are happening the right way."

In the end, both the tools and the team keep McInnes Cooper a satisfied and long-term client at GoSecure. "With GoSecure, we've developed a long-term relationship that turned into a partnership, and I don't say that lightly," said Howell. "They don't always do that."

ABOUT GOSECURE

GoSecure is a recognized cybersecurity leader and innovator, pioneering the integration of endpoint, network, and email threat detection into a single Managed Detection and Response service. The GoSecure Titan platform delivers predictive multi-vector detection, prevention, and response to counter modern cyber threats. Our Titan MDR is designed to detect and respond in less than 15 minutes, delivering rapid response and active mitigation services that directly touch the customers' network and endpoints. For over 10 years, GoSecure has been helping customers better understand their security gaps and improve their organizational risk and security maturity through MDR and Advisory Services solutions delivered by one of the most trusted, skilled and experienced teams in the industry.

To learn more, please visit: <https://www.gosecure.net>.