

Improving Revel Systems' Security Posture & Gaining Cyber Insurance

A strong cybersecurity posture keeps companies resilient against threats while also ensuring they get good cyber insurance coverage. With these goals in mind, Revel Systems—a point of sale software company—turned to Bitsight to fulfill cyber insurance requirements and then expanded to increase security posture.

“The whole driver was cybersecurity insurance needing a rating, and Bitsight was there with a very simple score,” says Nathan Reese, Information Security Manager for Revel Systems. “But, it’s given us more than that. We’ve seen immediate benefits that have reduced our attack surface and increased our security posture with a few clicks.”



A solution like Bitsight helps you augment your toolbox from good to great. It really enhances security posture overall.

Nathan Reese
Information Security Manager for Revel Systems

Revel SYSTEMS

- Software
- Atlanta, GA
- 250 employee

Challenge:

Needed a solution that had an easy interface to meet their cyber insurer's requirements.

Solution:

SPM

Using Bitsight to Get Cyber Insurance Coverage

Obtaining cyber insurance coverage is getting harder and more expensive, yet more necessary than ever. Frequent ransomware claims drive a lot of the chaos in the cyber insurance market, and cyber insurers are looking to see if an applicant can effectively perform strong cybersecurity functions and have good cyber hygiene. The most common quantitative method to measure cyber hygiene is

with a cybersecurity rating that looks at historical performance.

“Our cyber insurer asked if we had any third-party rating or something they could see,” explains Reese. “We needed a solution that had an easy interface to meet their requirements. Bitsight met those needs and our insurer signed on.”

“It Helped Me Find Hundreds of Orphaned DNS Records”

Not only did Bitsight enable Revel Systems to quickly receive cyber insurance, but it complemented their vulnerability management program. With the ISO 27001 specification, Revel Systems has a robust vulnerability management component to their cybersecurity strategy. Reese quickly discovered that Bitsight was providing additional insights beyond what they already had.

“Bitsight showed us things that vulnerability scanners would miss,” explains Reese. “Immediately, it helped me find hundreds of orphaned DNS records. Not only did that bring our rating way up, it reduced our attack surface and increased our security posture. It shows us the reports, what we need to fix in the findings interface, and bam, we can get the work done.”

Enhancing Revel Systems Cybersecurity Posture

Revel Systems has many tools in their toolbox to manage vulnerabilities and maintain a good cybersecurity posture. With Bitsight, Revel Systems has an easy breakdown of what needs to be fixed and

gamifies increasing a security score. “A solution like Bitsight helps you augment your toolbox from good to great,” concludes Reese. “It really enhances security posture overall.”

Bitsight is a cyber risk management leader transforming how companies manage exposure, performance, and risk for themselves and their third parties. Companies rely on Bitsight to prioritize their cybersecurity investments, build greater trust within their ecosystem, and reduce their chances of financial loss. Built on over a decade of technological innovation, its integrated solutions deliver value across enterprise security performance, digital supply chains, cyber insurance, and data analysis.

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