

# ReliaQuest GreyMatter: A Security Operations Platform Built on an Open XDR Architecture

The continuously evolving cybersecurity threat landscape and increased sophistication of bad actors has made security operations harder than ever before. This, paired with the lack of visibility across point security tools and the burden of manual processes, has left security operations (SecOps) teams unable to effectively detect and respond to threats or proactively advise the business on how to mitigate these threats.

To scale and effectively manage risk in the modern world, SecOps teams need a platform that allows them to gain consistent visibility across security tools, automate alert triage, and act as a force-multiplier for security operations.

## ReliaQuest GreyMatter™

Built on an Open XDR architecture, ReliaQuest GreyMatter is a security operations platform designed to help SecOps teams increase visibility, reduce complexity, and manage risk across the full security ecosystem, including on-premises and hybrid clouds, networks, and endpoints.

With bi-directional integration across security tools, ReliaQuest GreyMatter can ingest data from security tools, both on-premises and in the cloud, to provide singular visibility across the entire security enterprise ecosystem. This allows SecOps team to unify detection, investigation, and response, resulting in increased security effectiveness and cyber resilience.

### Benefits:

- Get unparalleled visibility across your security tools whether on-premises or in one or more clouds
- Streamline, unify, and automate security operations processes to reduce MTTR from hours to minutes
- Model the business impact of adding new security tools to your environment to help pick solutions that best meet the IT security needs of your organization
- Improve security posture with actionable metrics and coverage that maps to industry-standard frameworks

## GreyMatter Provides Singular Visibility Across the Entire Security Ecosystem



## Key Capabilities

**Singular visibility across your security tools:** ReliaQuest GreyMatter, built on an Open XDR architecture, provides bi-directional integration across all security tools, whether on-premises or in one or more clouds, to ingest data and automate actions.

**Comprehensive threat protection and response:** ReliaQuest GreyMatter centralizes alerts, reduces false positives, and drives fast response to help you stay ahead of the evolving threat landscape.

**Round-the-clock monitoring:** Leveraging its cloud native GreyMatter platform, ReliaQuest offers continuous monitoring of all resources, applications, and security tools for real-time situational awareness.

**Field-tested detection content packages:** Stay ahead of threats and reduce the impact of events with over 600 detection rules curated for mixed-vendor environments, plus continuous updates based on non-stop research and learning from across a growing customer environment.

**Drive efficiencies across each stage of the security lifecycle:** Leverage automated data collection, investigation, and response playbooks to take fast action and reduce MTTR from hours to minutes.

**Managed integrations:** We continuously optimize your security tools so you can leverage their latest capabilities and extend returns on your security investments.

**MITRE ATT&CK framework mapping:** Mapping to MITRE ATT&CK framework and Kill Chain stages help plot coverage and uncover areas of focus to improve security posture.

**Industry peer benchmarking:** Know how you are doing against your peers when it comes to visibility, team performance, and tool fidelity.

## The Results

**400%**

**Improvement in threat detection**  
in the first 90 days.

**12X**

**Increase in visibility** accelerating  
threat detection and response.

**35%**

**Reduction in TCO** due to  
operating more efficiently.

## What Our Customers Say about ReliaQuest GreyMatter

“Security is complex. The GreyMatter platform makes security simple for advanced threat analysts and new analysts alike.” - **Gopal Padinjaruveetil, CISO, Auto Club Group**

“For years, vendors have promised to deliver a ‘single pane of glass,’ but always fell short. ReliaQuest GreyMatter unifies security tools for visibility across layers, aggregated alerting, and faster investigation and response, bolstered by proactive threat hunting and attack simulation to continually improve your posture, all wrapped with security advisory expertise for accelerating key initiatives.” - **John Childers, Director of Information Security, Aqua America**

“ReliaQuest’s vendor-agnostic Open XDR approach also helps us ensure we’re maximizing the capabilities of our existing toolset by centralizing and normalizing our data, ultimately enabling my team to manage risk more efficiently and effectively.” - **Robert Vazquez, CISO, Independent Purchasing Cooperative (IPC)**