

# Online real estate company taps Verizon for always-on visibility and custom threat intelligence.



**This company integrated Network Detection and Response into its security architecture to more effectively secure online transactions with increased visibility into potential threats and an enhanced response.**

**Challenge**

Within a decade, this company established itself as the leading online real estate transaction marketplace in the U.S. Through its three commercial and residential brands, the company has to date sold more than 329,000 properties and powers more than 90% of all online commercial real estate sales.

It's also recognized as a trusted resource at the intersection of innovative technology and deep expertise, serving buyers, sellers, and brokers looking to safely manage real estate transactions. With a high bar for trust, the company positions security at the core of its operations.

When he joined the company in early 2016, Aman (the company's Senior Information Security Engineer) sought to build out its security infrastructure with products designed for maximum efficiency and effectiveness. His team currently includes expertise in security architecture and design, implementation and operations, Red and Blue teams, and risk and compliance.

"We needed a single environment in which no security product worked in a vacuum," says Aman. Regarding network visibility, he explained, "We were looking for a solution that was not only scalable but could also be operationalized quickly."

**Solution**

As part of their end-to-end protection strategy, the company already had several key technologies in place including: an orchestration layer, a host-based whitelisting solution, a firewall, and endpoint protection. Aman had used Verizon Network Detection and Response in the past and was familiar with the platform's ability to integrate with other solutions.

He chose to integrate Verizon Network Detection and Response with his orchestration layer to better understand threats, determine the right mitigation tools, and execute the appropriate playbooks. He also recognized that the new integration would deliver a high degree of visibility into network activity, helping him free up critical resources.

"Network Detection and Response is like having an analyst in a box," said Aman. "Between Verizon and our security operations partners handling syslogs, we know someone is constantly watching – it's like having a team of full-time employees monitoring for me so that I can use my full-time headcounts for other critical roles."

**Industry:**  
Real Estate Technology

**Company:**  
Leading online real estate transaction marketplace in the U.S., operating three distinct brands out of its headquarters in Irvine and Silicon Valley.

**Challenge:**  
Build a single security architecture to cover all of its operations with technologies that not only integrate well but also increase each other's value and effectiveness.

**Solution:**  
Verizon Network Detection and Response

**Outcomes:**  
Gained "SOC in a box," delivering scalable, quickly operationalized and always-on visibility into network traffic through sensors added on the fly  
Reduced time from detection to remediation  
PCAP data analysis in the cloud reduced false positives



## Outcomes

Verizon Network Detection and Response works seamlessly with the company's enterprise systems to help reduce time from detection to remediation and disrupt the killchain more effectively. "Using the data that we receive from the Verizon RESTful API and combining it with data from internal tools, we are better positioned to react to threat events," Aman says.

The solution also allows organizations to place an unlimited number of lightweight sensors anywhere within their network to capture activity and establish a high-fidelity memory in the cloud. Aman says the ability to deploy and move these sensors significantly reduced the time it took to achieve tactical visibility. For example, he and his team can now decouple firewall and sensor deployments, increasing visibility into potential threats. "Our company's game plan calls for data as a competitive advantage, and we've put in place pipelines that provide the intelligence and insight we need to put threats squarely in the killbox".

Verizon Network Detection and Response also helped boost efficiencies. "Because it uses full-fidelity packet capture, I am able to pick and choose the metadata that is valuable to us and send it to the cloud for processing. This really cuts down on false positives".

A "Bring Your Own Intelligence" feature enabling custom threat intelligence is proving advantageous. "I can further customize my threat intelligence because the Verizon platform allows me to integrate with products such as Palo Alto Networks firewalls and Carbon Black endpoint protection," says Aman "The full packet capture lets me extract and analyze malware in our own sandbox." With the introduction of that feature, Aman and his team can reduce false positives, identify affected systems quickly and focus on automation. Additionally, Aman says the ability to customize threat intelligence gives them much greater efficiency in threat hunting and analysis.

"These capabilities will continue to position Verizon as a key component of the cybersecurity structure at my company".

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## About Verizon Enterprise Security

We have more than 25 years of industry experience, nine security operations centers, six forensics labs and one of the largest IP networks in the world. A recognized leader in managed security services, we monitor billions of security events (on average) each year to improve our threat library and inform our teams. Our world-class staff is ready to help you meet your security challenges. Our end-to-end cyber detection and response delivers broad visibility, actionable intelligence and adaptive response against potential threats. Our portfolio of services including our Cyber Security Incident Response Team, Rapid Response Retainer and custom SOC services can help keep you cyber resilient.

## Learn more

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*Verizon Network Detection and Response dashboard*