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The Navigator for Enterprise Solutions

**CYBER
SECURITY**
EDITION



Nisos

Managed Intelligence for Holistic Cybersecurity Assurance

Companies have been focused on cybersecurity for decades and have continued to advance their security posture steadily. As threats have evolved and become more sophisticated, large enterprises and emerging platform companies have taken it to the next level by adding threat intelligence to their security priorities with the help of vendors competing in the threat intelligence market. But herein lies the problem.

Despite vendor promises to the contrary and significant spending, security and intelligence teams find themselves saddled with threat data—not intelligence—leaving them unable to answer critical questions to combat motivated and sophisticated adversaries. That's where Nisos can help.



David Etue

We provide access to field-seasoned expert analysts, curated client-specific datasets, and enabling technology to deliver finished intelligence that is relevant to their organization

In most cases, security and intelligence teams lack the perspective necessary to detect threats specific to the individual organization, identify previously unseen threats, or address risks in cyberspace like fraud, platform abuse, reputation, and more. Nisos assists organizations in solving this problem by combining the people, processes, and technology required to deliver timely, relevant, and actionable intelligence. "Threat Intelligence has become a key component of effective cyber security programs, but we believe the market has a threat intelligence problem," says David Etue, the CEO at Nisos. "Our Managed Intelligence services address those shortcomings head-on and provide the client-specific finished intelligence that organizations require." The company combines multiple sources of threat data, extracts client-specific datasets relevant to the risk, and then we bolster that data with expert analysis. This enables Nisos to provide robust Request for Information (RFI) services to answer questions and deliver intelligence specific to the clients' threats and risks. As

relevance and context are almost always the critical differentiators, expert insight matters and is a key component of all Nisos finished intelligence deliverables. "We solve the intelligence problem with a unique combination of seasoned experts, a proven process, and a robust technology platform," states Etue.

Nisos provides services and analysis covering a wide range of intelligence domains. Its services deliver finished intelligence to identify and mitigate threats related to cyber and physical attacks, platform abuse, fraud, reputational attacks and disinformation, and third-party or investment risk. "Every market in cybersecurity becomes managed. While there is a multi-billion dollar threat intelligence market, there wasn't a viable managed approach before Nisos," mentions Etue. Unlike the other companies selling threat intelligence feeds or simple data aggregation and threat analysis using artificial intelligence and machine-learning, Nisos' Managed Intelligence™ partners with clients to answer their inquiries and identify their adversaries. "We provide access to field-seasoned expert analysts, curated client-specific datasets, and enabling technology to deliver finished intelligence that is relevant to their organization," mentions Etue.

Apart from its comprehensive approach, Nisos also invests time and energy in educating the IT industry. "There are numerous topics and questions regarding the threat intelligence market and Nisos likes to take an active role in answering those questions while advancing the intelligence and cybersecurity marketplace," says Etue. To this end, the company publishes thought leadership content that educates the market and provokes discussion. In addition to expert commentary, case studies, eBooks, and white papers, they currently run two Advanced Persistent Talks™ webinar series monthly, which consist of panels of industry experts—one focuses on critical issues at the nexus of law and (cyber)security, and the other focuses on best practices and emerging trends.

Nisos is truly at the cusp of reimagining the cybersecurity service landscape and is growing rapidly in terms of clients and revenue and rapidly adding employees to address its increasing demand. "We will be announcing the expansion of our operations internationally prior to the end of the year and will continue to invest heavily in our team and the Nisos Intelligence Platform," concludes Etue. [CR](#)