# Secureworks®

# United Motors Group Improves Security Posture with Secureworks MDR

Saudi Arabia automotive dealer deploys Secureworks® Taegis™ ManagedXDR for threat detection and response, access to security experts, and log retention



## Challenge

United Motors Group (UMG) is one of the largest automotive dealers in the Kingdom of Saudi Arabia, representing globally recognizable brands such as Kia and JETOUR. The company features more than 50 locations and features a wide-ranging portfolio, including sales of automobiles, after-sales business, and vehicle repair services.

UMG Group Head of IT Muhammad Junaid said the company believes technology isn't just a tool, but serves as a cornerstone of its business success and an indispensable aspect of its core strategy. UMG began a digital transformation journey in 2021, with a strong emphasis on cybersecurity.

"For instance, when we implemented cloud-based solutions, we realized that a reliable internet connection alone wouldn't suffice," Junaid said. "It required integration with various processes, necessitating significant work on the technological front."

## UNITED MOTORS GROUP
## مجموعة المتحدة للسيارات

**Name:** United Motors Group
**Industry:** Automotive
**Country:** Saudi Arabia
**Employees:** 1,200

### CHALLENGES

- Lack of continuous threat monitoring and detection
- Did not want to expand internal security team
- Need cost-effective log retention solution

### SOLUTION

UMG selected Secureworks® Taegis™ ManagedXDR to:

- Deliver around-the-clock threat monitoring and detection
- Provide rapid access to security expertise and threat intelligence
- Integrate with existing technology

### BENEFITS

- Avoid having to hire additional security resources
- Collaboration with security experts on identified threats
- Cost savings from avoiding log retention costs

Junaid explained the core objective of UMG's cybersecurity roadmap was to establish a comprehensive ecosystem that could incorporate cybersecurity vendors to work alongside its existing technology stack. This journey began a few years ago, starting with the fundamentals such as risk assessment, policy and procedure definition, and implementing all the basics, ranging from endpoint security to network security.

"Our overarching thought process aimed at achieving continuous monitoring and auditing of the threat landscape and devising ways to mitigate these threats," Junaid said. "Obviously, if we had to handle all of that in-house, we would need to hire many people. With a smaller team, our strategy was to bring in a vendor that could handle all these tasks for us."

## Solution

UMG originally considered implementing a traditional SIEM solution. As the company delved deeper into the evaluation process, Junaid and his colleagues realized the most effective solution needed to include continuous monitoring, real-time security analytics, and access to security experts, delivered by a vendor capable of managing the entire threat landscape.

To meet UMG's requirements, Secureworks proposed its managed detection and response (MDR) solution: Taegis ManagedXDR. The solution combines a SaaS-based, open XDR platform built on 20+ years of real-world threat and detection data with one year of log retention included at no additional charge, security operations expertise, and threat intelligence and research with 24/7 access to expert security analysts who are available via live chat in Taegis within 90 seconds.

"This is where Secureworks' MDR solution comes into play," Junaid said. "Upon examining their offerings in detail, we discovered that they provide comprehensive end-to-end threat monitoring while also offering a highly sophisticated managed services portfolio. This aspect was particularly appealing to us."

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> **Muhammad Junaid**
> Group Head of IT, UMG

Secureworks®

## Benefits

Secureworks MDR fits seamlessly into UMG's envisioned strategy. The company had no desire to significantly increase its onsite security workforce, and employing the Secureworks solution allows UMG to cover its security requirements with its existing staff. "We maintain a small internal team that collaborates with Secureworks," Junaid said. "Through their solution, we can effectively manage our entire ecosystem."

The benefits of working with Secureworks goes beyond controlling staffing costs, Junaid said. There is peace of mind from having a MDR solution delivering not just continuous threat monitoring and detection, but rapid access to security expertise and a consultative approach on various aspects of cybersecurity.

"From the experience they bring to the table with their Taegis ManagedXDR solution, when we see the solution working, it gives us big comfort," Junaid said. "The analytics that are there as part of the overall solution, the way they collaborate with our team on various threats that are being identified, and the way they give us an understanding of how we optimize our current products to further protect ourselves. These are some of the real benefits that we are getting."

Deploying Secureworks MDR provides UMG the comprehensive cybersecurity it needs to maintain a resilient posture.

"Managed services are not something everyone provides," Junaid said. "The features like an extended period for log retention, more advanced analytics that can give you a real-time view of your threat landscape that covers your entire ecosystem and most importantly, with Secureworks, they incorporated their product within our existing technology stack. We are now optimally utilizing whatever we have invested, and that is an added value."

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**Muhammad Junaid**
Group Head of IT, UMG

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