

Castra helps financial institutions successfully manage security and IT personnel changes.

BankPlus®

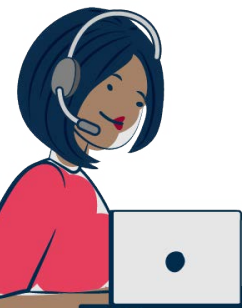
The History

BankPlus is one of the most reputable regional banks serving the US Southeast. In 2021, Forbes placed it in the Top 25 ranking of the World's Best Banks, citing its trustworthiness and high-quality digital services.

For more than a century, residents of Mississippi, Alabama, and Louisiana have come to expect retail and commercial banking excellence from BankPlus. With more than \$4 billion in total assets and 79 financial centers, BankPlus understands the role best-in-class security plays for its customers.

Shareholders were rightly concerned when the bank's Chief Technology Officer and Director of Information Technology both announced their retirements. Losing two critical members of the senior security team would expose the bank to unknown security risks.

Even if the organization successfully replaced its security leaders immediately, it would still have to navigate a delicate onboarding and transition period.



BankPlus' Security Challenges

BankPlus had been leveraging Castra's Managed Detection and Response services, including our legacy ELK Logger, since 2019.

More recently, the bank needed expert-level guidance and management for its security operations, threat detection, and SIEM management capabilities.

By working with Castra, BankPlus successfully managed this transition period while leveraging true 24/7 security visibility into its security operations. Outsourcing core security services to Castra allowed the financial institution to make better use of its SIEM solution and expand its security capabilities at a fraction of the cost of a single full-time employee.

BankPlus had three key issues that they needed to resolve with Castra's MDR service:

Long-Term Logging Solution

Custom Tuning for Alarms

24x7 Security Operations



Results: The Castra Difference

After their first engagement, BankPlus immediately saw Castra's value and expertise because **their SIEM was finally functioning as it should.**

By leveraging Castra's expertise, their SIEM was configured correctly, and alarms were now escalating when was truly appropriate, thus providing accurate security visibility into their environment.



True 24x7 security visibility within the BankPlus environment for a **fraction of the cost of 1 full-time employee**

Saving BankPlus' existing SIEM prevented "rip and replace" costs

An outsourced SOC saved the organization significant time and money, taking the pressure off internal staff



Castra has assisted BankPlus in both building and supporting a scalable big-data platform for our log management and cyber visualization needs. This has allowed internal technology and risk teams to place time and resources on other critical areas of the organization.

Castra has been a true partner, and a real extension to our team. Their SIEM and Security Operations knowledge has been, and continues to be very impressive. They add value to our team and we look forward in continuing to work with them on current and future projects.

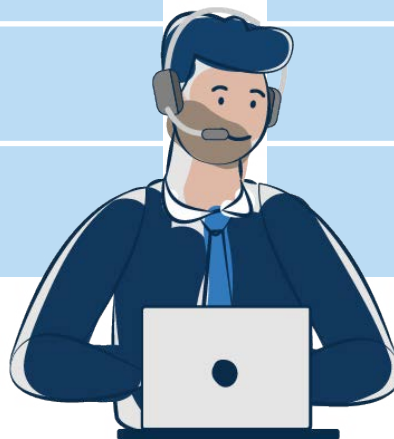
- Todd Stringer | Vice President & Information Security Officer



CASTRA | SOC COST ANALYSIS

Ultimately there are two paths to achieve a strong Information Security posture. Build it in-house, or outsource it. Both options have their pros and cons. On the following page is a SOC Cost-Benefit Analysis to outsource managed security services or build a security team in-house.

CASTRA MANAGED SERVICES		VS	ONE FULL-TIME EMPLOYEE Average Cost \$96,716/year*	
Pros	Cons		Pros	Cons
Castra Founders have a combined 35+ years of Information Security Experience	OUTSOURCED		IN-HOUSE	Limited Security Operations Experience
US-Based, Diligent SOC Analysts, Mastered Several SIEM Platforms & Information Security Products			EXCLUSIVE TO YOU	Limited SIEM Experience
Leading Partner with Multiple Vendors				Might need SIEM and Incident Response training (more time and money)
SOC2 Type I, Type II Certified				Sick Days
Written Custom Xode, Correlation Rules, & Plugins by the Hundreds				Company Benefits Add More Costs
15,000 SQ FT, 24x7x365 Security Operation Center and team				Limited 40 - 50 Hour Work Week
Currently Managing Several Large & Medium Worldwide Organizations in All Types of Industries				2 Weeks Vacation
Cost is Predictable and Constant				Cost Increases Over Time



*Average US Salary 2023