

# Signify Increases Cyber Skills Proficiency 50% with Immersive Labs

## Challenge

As the world's leader in lighting, Signify needed a cybersecurity partner capable of continuously upskilling teams of security specialists to keep pace with the hyperspeed evolution of the global threat landscape.

## Outcome

Immersive Labs enables Signify employees to develop the skills necessary to stop the next cyber attack before it begins.

**25%** reduction in cybersecurity spend

**50%** increase in cyber skills proficiency

**25%** response time improvement

## Details

With cyber attacks increasing exponentially year after year, companies expend massive amounts of resources in hopes of achieving security. Despite these efforts, however, attacks continue to rise, with 2023<sup>1</sup> charting a 50% victim increase from 2022.

Given this fraught global landscape, Kobe Schwartz, Head of Cyber and Threat Intelligence Analysis at Signify, knew that Signify needed more than the illusion of security; the organization needed proof.

<sup>1</sup> <https://www.securityweek.com/the-ransomware-threat-in-2024-is-growing-report/>

## Solution

The Immersive Labs hands-on platform is equipped with a library of ever-evolving labs that enable Signify's security professionals to not only upskill existing capabilities, but to be preemptively ready to respond to tomorrow's threats today.

**"A superb platform to train and prepare for the threats that are lurking in the wild. Also a good way to train your team and get them ready to fight the threat actors with a set of tools."**

Kobe Schwartz, Head of Cyber and Threat Intelligence Analysis, Signify



## Competence Quantified

After implementing the Immersive Labs platform, Schwartz gained data-driven visibility into his team's strengths and weaknesses, enabling him to create hyper-targeted roadmaps for improvement.

"Immersive Labs has been an essential asset in enhancing our cybersecurity posture," states Schwartz. "The platform's practical approach to upskilling means our teams are constantly prepared to tackle real-world threats. As Head of Cyber and Threat Intelligence Analysis, the diversity of technical and soft skill development options is invaluable."

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## Hand's-on Labs Delivered at the Speed of Cyber

While the increased visibility into performance enables individuals and teams to upskill, Schwartz is equally impressed by Immersive Labs' approach to keeping his team ahead of new and nascent trends and threats.

Labs engineered to address the complexities of emerging threats are released regularly on the platform, on average less than 19 hours after a threat has been detected. "The labs offer a superb training ground," Schwartz explains. "[They] provide my team with the tools they need to stay ahead of threat actors."

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## Ready for Tomorrow's Threats Today

In a global threat environment where cyber threats are escalating at an alarming rate, Signify understands the importance of not just claiming cybersecurity prowess, but proving it. With Immersive Labs, Kobe Schwartz and his team gained tangible evidence of their cybersecurity capabilities, allowing them to confidently demonstrate their readiness to tackle real-world threats. By embracing a data-driven approach to upskilling and staying ahead of emerging trends, Signify not only enhances its cybersecurity posture but also sets a gold standard for proving cybersecurity resilience in today's ever-evolving threat landscape.

Immersive Labs is trusted by the world's largest organizations and governments, including Citi, Pfizer, Humana, HSBC, the UK Ministry of Defence, and the UK National Health Service. We are backed by Goldman Sachs Asset Management, Ten Eleven Ventures, Summit Partners, Insight Partners, Citi Ventures, and Menlo Ventures.

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