



Signify Saves 1,000 Analyst Hours with ReliaQuest GreyMatter



Signify, a global leader in lighting manufacturing, uses GreyMatter automation to handle thousands of alerts, saving analysts 1,000 hours annually.

Industry: Manufacturing & Software

Signify delivers innovative and sustainable lighting solutions, enhancing environments with smart technology and energy-efficient products.

Outgrowing Traditional Security Operations Strategies

As Signify embarked on modernizing its cybersecurity program, it recognized the need to shift away from its traditional IT-focused security approach to keep up with the demands of its rapidly growing business. The company was continuously expanding its cloud operations and enhancing software development, all while keeping its global manufacturing environments secure.

As business growth accelerated through strategic mergers and acquisitions (M&A), Signify saw the need for a flexible security solution—one that could scale efficiently and support, rather than hinder, business growth.

“ With our global operations across multiple segments and markets, it means we must have flexible solutions. We must be able to integrate new technologies easily, especially through M&A, so that we can gain insights to react and respond accordingly.

Rob ter Linden, Chief Information Security Officer at Signify

Moving from Fragmented to Unified Security Operations

The fragmented nature of Signify's existing security landscape—with separate security protocols for IT, cloud, and manufacturing environments—not only made the company more vulnerable to cyber threats but also hindered its ability to protect expanding cloud-based software development initiatives. The need for a unified security operations platform became increasingly pressing as these gaps threatened to impact both operational efficiency and business growth.



GreyMatter Delivers Unified, Automated Security Operations

The Signify team evaluated several options in the market, ultimately selecting the ReliaQuest GreyMatter security operations platform to boost their cyber maturity. Through GreyMatter, Signify quickly transformed its fragmented security setup into a cohesive, centralized command center. GreyMatter seamlessly unified traditional tools like EDR, firewall, and network technologies, while also eliminating the silos within cloud and operational technology environments.

“ We had visibility to the IT workplace, but the business doesn't exist solely there. There's also heavy dependence on different clouds, different services, operational technologies—still needing to be combined in one platform. And that's now been done with GreyMatter.

Rob ter Linden, Chief Information Security Officer at Signify

The impact of GreyMatter went beyond breaking down technology silos. Signify leveraged GreyMatter to develop a comprehensive automation strategy to enhance responses to common alerts. In the past year alone, the team automated thousands of alerts, reclaiming over 1,000 hours for analysts and significantly reducing response times. This boost in efficiency meant their security posture shifted from reactive to proactive.

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Rob ter Linden, Chief Information Security Officer at Signify

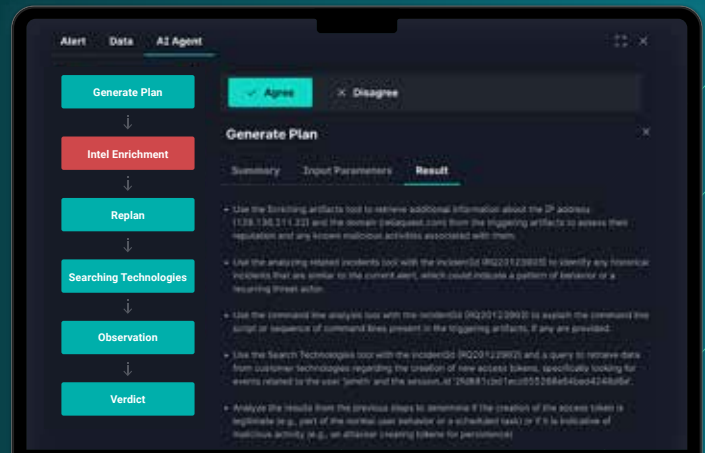
Reduction in Alert Noise and Triage Burden

Hours Saved Annually with Automated Containment Playbooks

Lower Mean Time to Resolve Alerts

Initially cautious about AI and automation, Signify's team grew confident in GreyMatter's transparent processes and consistent results. Today, Signify fully embraces automation for alert enrichment and response to contain common threats, freeing analysts to focus on more strategic security initiatives.


GreyMatter's flexibility has been especially beneficial, enabling cost-effective integration across multiple technologies and cloud environments. Beyond operational improvements, GreyMatter offers clear visibility into security metrics and maturity benchmarks, making it easier for the Signify security team to demonstrate security value and total cost of ownership at the board level.



The ReliaQuest Partnership

By partnering with ReliaQuest, Signify has relieved its analysts from the burden of manually handling the repetitive, high-time, low-brain tickets. As a result, this partnership has drastically cut down alert noise and sped up incident response times. With automation integrated into their threat investigation and response processes, Signify's teams are now free to focus on what really matters, boosting their overall cybersecurity posture and operational efficiency.

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