



SUCCESS STORY

# GROUP-IB × MAGGIOLI GROUP

Securing partners & clients  
with innovative solutions

# About Maggioli Group

**INDUSTRY**

Information Technology

**ACTIVITIES**

Providing information technology systems and services

**YEAR OF FOUNDATION**

1905

**GEOGRAPHY**

Italy, Spain, Colombia, Belgium, and Greece

Maggioli Group is a major information technology provider with a substantial customer base around the world. With more than 70 offices and over 140,000 clients spanning dozens of industries, Maggioli Group is a trusted IT partner for public and private organizations of all sizes.

Over the course of its 116 year history, Maggioli Group has consistently adapted and innovated to provide cutting-edge solutions to its customers. This has led to recognition from industry-leading consultancies such as Gartner. DeepCyber, a Maggioli Group company, was recently listed as one of Gartner's 4 Cool Vendors in Security Operations and Threat Intelligence.

## Company mission

To transform technology and knowledge into integrated solutions that promote and support digital transformation and the simplification of processes for public administration, private enterprises, and entrepreneurs.







# Background

For Maggioli Group, cybersecurity is more than just a compliance issue; it's a strategic objective that is essential to each clients' success. To move beyond baseline security practices like network vulnerability scans and penetration tests, Maggioli Group wanted to find a new solution that could democratize cyber threat intelligence and provide complete visibility on all of a client's Internet-facing resources at a universally accessible price point.

Maggioli Group needed a solution that would easily scale across hundreds of organizations, deploy without a lengthy process of standing up new infrastructure, and provide quantifiable improvements to clients' cybersecurity posture. If value-added services and remediation assistance could also be offered to support the product, it would be an ideal solution to add to Maggioli Group's portfolio of cybersecurity tools.



# Why Group-IB

Maggioli Group was searching for a way to build upon and democratize their existing expertise in threat intelligence and penetration testing. A natural product class to complement these services is external attack surface management (EASM).

Group-IB, a trusted partner of Maggioli Group, offers Attack Surface Management to give organizations complete visibility on all of their Internet-facing IT assets. After exploring a number of EASM solutions, Maggioli Group selected Group-IB Attack Surface Management because of its scalability and its unique threat intelligence insights.

Partners can quickly add all of their clients to the product dashboard without needing to obtain any detailed information from their points of contact, making it easy to scale the product to dozens or even hundreds of accounts with minimal resource allocation. Partners can add new clients to their license, control client subscriptions in the product's admin panel, and grant role-based access to clients as needed, all with minimal reliance on Group-IB.

Group-IB Attack Surface Management is an agentless and fully cloud-based solution, so deployment doesn't require any new infrastructure from the partner or the clients. Once deployed, the solution immediately starts mapping out the client's external attack surface, identifying vulnerabilities, and prioritizing action items based on an AI-generated risk score. This enables the partner to help the client remediate urgent vulnerabilities first, providing a tangible improvement to security posture and a fast return on investment for both the product and value-added services.

As Maggioli Group was already in the market for an external attack surface management solution, selecting Group-IB Attack Surface Management was a natural choice. With over 20 years of experience in the cybersecurity industry, including more than 1,400 investigations and 70,000 hours of incident response, Group-IB is a reliable ally in the fight against cybercrime for all partners.



# About the Group-IB solution

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## Group-IB solution

Attack Surface Management

Group-IB Attack Surface Management is an intelligence-driven SaaS solution designed to discover, analyze, and manage the attack surfaces of multiple clients from one, simple interface. The tool provides full visibility on all of an organization's external-facing assets, including shadow IT and forgotten infrastructure, and identifies the assets that may be potential attack vectors. Vulnerabilities are assigned a quantitative risk score and prioritized based on the urgency of remediation.

Unlike other products, the Group-IB solution goes beyond a basic inventory of IT assets to provide industry-leading threat intelligence data. These insights help partners to map clients' IT assets to real threats, such as mentions on underground forums, botnet activity, malware research, or communications with C&C servers used to launch attacks. Alerts are issued for high-priority items and critical vulnerabilities.

As issues are addressed and solved, they are removed from the dashboard's view but remain tracked to enable partners to monitor their progress over time. Partners can track and compare their clients' security posture to that of other companies in the same region or in the same industry. Advanced reporting features make it easy to build and export custom reports to demonstrate real value to stakeholders.

## Business impact

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### Results

Maggioli Group improved their clients' security posture and increased revenue by adding Attack Surface Management to its portfolio.

After launching Group-IB Attack Surface Management, Maggioli Group was able to quickly highlight security issues to potential clients without any overhead, as trial licenses can be created immediately to assess the external attack surface of prospects. With Attack Surface Management in its portfolio, Maggioli Group gained the opportunity to generate additional revenue with existing clients and win new accounts.

# Client security outcomes

Maggioli Group's clients gained a clear understanding of their own infrastructure and external-facing IT assets. This complete visibility enabled clients to quickly remediate high-risk vulnerabilities, strengthening network security with minimal input and providing a fast return on investment. Additionally, with a more secure external attack surface, clients experienced fewer incidents in their environments and had fewer alerts to address in their MDR/XDR solutions. This saves time for security personnel and allows them to focus on other high-priority projects.

Not only did Attack Surface Management have a real impact on clients' security posture, it also provides reporting features that make it easy to present those results to stakeholders. Maggioli Group can show the product's value to clients, who can then share that information with the leadership in their organizations to demonstrate significant improvements to security and a measurable ROI.



**GERARDO COSTABILE**, CEO DeepCyber,  
a Maggioli Group company

Group-IB is a reliable and effective partner that we've been building business with since 2016. When I first saw AttackSurface Management, I was extremely excited because it condenses a great deal of threat intelligence into an attack surface management product that is accessible to a much broader customer base than similar solutions. This solution also gives us unique, profitable services offering opportunities that scale our revenue while also making our customers genuinely more secure.



**TIM BOBAK**, Group-IB, Head of Attack  
Surface Management Business Unit

Group-IB remains committed to preventing cybercrime globally. With Attack Surface Management, we add a powerful tool to our partners' arsenal that helps them protect all of their clients from the most relevant and pressing security risks. Partner services and remediation support are vital components of the offering and, with the product widely deployed, partners can protect hundreds of organizations from a single interface.





# About Group-IB

Group-IB is a creator of cybersecurity technologies to investigate, prevent and fight digital crime.

**1,400+**

Successful investigations of high-tech cybercrime cases

**300+**

employees

**600+**

enterprise customers

**60**

countries

**\$1 bln**

saved by our client companies through our technologies

**#1\***

Incident Response Retainer vendor

**120+**

patents and applications

**7**

Unique Digital Crime Resistance Centers

\* According to Cybersecurity Excellence Awards

## Global partnerships

**INTERPOL**

**EUROPOL**

**AFRIPOL**

## Recognized by top industry experts

**FORRESTER®**

**Aitē Novarica**

**kuppingercoie**  
ANALYSTS

**Gartner®**

**IDC**

**FROST & SULLIVAN**

# Fight against cybercrime



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