



HEIMDAL™  
SECURITY

# COTTINGHAM & BUTLER

CASE STUDY

CE  
Cottingham  
&  
Butler

Established 1887

2018

**Company:** Cottingham & Butler, Inc.

**Country:** United States of America (Iowa)

**Year founded:** 1887

**Industry:** Insurance and Risk Management

**Number of employees:** 1000+

## Introduction

A top 25 insurance broker among the over 1 million competitors in its field, Cottingham & Butler needs an introduction, especially in the United States. If you work in the field of risk management or have ever required such services for your enterprise, you've surely heard of C&B.

Cottingham & Butler has more than one century of experience with insurance, which is a testament to the high quality of its professional expertise in the industry.

An acknowledged leader in providing innovative workplace, property, and casualty insurance solutions, Cottingham & Butler's is focused on both its success as a company, as well as that of its clients. This is what makes it stand out from the crowd and earns its place in the top 25 insurance brokers in the U.S.

## Cottingham & Butler at a glance

Cottingham & Butler has a spotless record of providing total customer satisfaction in the field of risk management for over 100 years. Therefore, it comes as no surprise that a company of such ample scope needs cybersecurity solutions to match.

Here is where the Heimdal™ suite of products comes in. While Cottingham & Butler reactively handles its clients' physical and moral security, we operate proactively to protect both the company's information and that of its clients online.

## The Cottingham & Butler Security Challenge

As many companies that handle personally identifiable data have come to learn, working with client information also means

defending it properly. And this is not achieved through costly technologies or working overtime, but rather via smart solutions that maximize efficiency and remain accessible to employees as well.

We found that the primary security challenge in the Cottingham & Butler environment was preventing ransomware attacks and other cyber-threats, while at the same time removing system vulnerabilities. Considering the expansion of the company, this had to be delivered on a user-friendly platform.

## The Heimdal™ Security Solution

Being key players in the United States insurance industry, Cottingham & Butler has a high focus on IT security, keeping both customer and internal data secure. The company considered multiple advanced cybersecurity suites before settling on Heimdal™ Threat Prevention - Endpoint from our product line. Its DNS Security module (DarkLayer™ GUARD) combine with the Heimdal™ Patch & Asset Management automatic software updater and its X-Ploit Resilience module satisfy all the cybersecurity needs within C&B, safeguarding its networks and the valuable information within it.

*Being proactive about our IT security has always been a challenge. Heimdal™ adds clear value in the fact that it is very proactive. The automatic update system works on the fly without any reboots, and it updates faster than some other protection products we have.*

*In terms of preventing attacks, we have already seen a clear value in the first couple of months that we have used Heimdal™. One of our core objectives is, of course, that we also want to use Heimdal™ proactively against ransomware.*

**- Patrick Kiebler**

C&B IT Infrastructure & Security Engineer Supervisor



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