



The Challenge

A global financial services organization was exploring Wiz to secure its rapidly expanding cloud environment. While the customer recognized Wiz's market leadership and strong feedback from peers, their security leadership expressed concern about operational overhead – specifically, how their internal teams would handle the volume of findings and alerts that Wiz could surface.

They needed a way to **operationalize Wiz** without adding strain to their already lean engineering staff.



The Partner Approach

Presidio proposed a **phased engagement model** that combined Wiz's visibility with Presidio's service expertise.

1. Assessment Phase (Free Engagement)

- Presidio offered a complimentary assessment using Wiz to demonstrate its value in the customer's environment.
- This quick-start approach surfaced critical exposures across multiple cloud accounts, allowing both teams to quantify the risk and prioritize remediation areas.

2. Operationalization via Remediation POD

- After the assessment, Presidio introduced their **Remediation POD service** – a flexible, engineer-on-demand model designed to manage and resolve alerts surfaced by Wiz.
- The POD provided hands-on remediation support, working directly with the customer's security and DevOps teams to fix misconfigurations, improve automation, and reduce alert fatigue.
- Presidio scaled the number of engineers in the POD dynamically based on workload and customer needs, ensuring cost-efficiency and responsiveness.



The Outcome

- The initial 3-month engagement delivered measurable improvements in security posture, enabling the customer to confidently adopt Wiz across all business units.
- Within four months, the customer expanded their Wiz investment by **7x**, citing Presidio's remediation services as a key factor in achieving faster time-to-value.
- The combined Wiz + Presidio approach provided continuous visibility, reduced mean time to remediation (MTTR), and improved alignment between security and cloud teams.



Why This Worked

- 1. Lead with Value Through Assessment:** Offering a free or low-friction Wiz assessment helped establish credibility and uncover real findings that justified investment.
- 2. Solve for “Alert Fatigue” Early:** Many customers hesitate to adopt new security tooling due to remediation burden. Positioning services like Presidio’s Remediation POD directly addressed this concern and accelerated adoption.
- 3. Create a Flexible Resourcing Model:** Presidio’s POD structure allowed engineers to scale up or down based on customer needs, creating a frictionless path from proof-of-value to long-term managed engagement.
- 4. Partner as an Extension of the Customer Team:** Presidio embedded their engineers alongside the customer’s security leads, ensuring knowledge transfer, transparency, and trust throughout the process.



Key Takeaway

“Wiz + Presidio Services = Faster Time to Value.”

This case highlights how pairing Wiz’s visibility with trusted partner services enables customers to not only identify risk – but also remediate it effectively.

Presidio’s service-led approach can serve as a model for other partners looking to accelerate customer outcomes and expand long-term opportunities through Wiz.

