

# Partner Services Success

## FINANCIAL SERVICES



## The Challenge

A major financial services organization had purchased Wiz but struggled to operationalize it due to the complexity of their cloud environment.

Their internal teams lacked:

- The capacity to triage vulnerabilities at scale
- Processes to manage false positives efficiently
- Cloud configuration tailored to their unique architecture
- Automation and custom use cases to unlock full value from Wiz

Although they had the platform in place, the customer was unable to deploy Wiz effectively or achieve meaningful security outcomes, resulting in a 6-month delay in value realization.



## The Partner Approach

GuidePoint Security delivered a tailored CNAPP enablement engagement to operationalize Wiz and build the automation, workflows, and configuration required for successful adoption.

### 1. Vulnerability Triage & False-Positive Analysis

- GuidePoint experts took ownership of triage workflows, applying business logic and context to reduce noise and remove false positives.
- Implemented structured analysis methods so customer teams received only validated, actionable findings.

### 2. Custom Cloud Environment Configuration

- Developed cloud configurations specifically aligned to the customer's architecture, addressing environment complexity that previously blocked rollout.
- Tuned Wiz policies and controls to reflect the customer's business requirements and security priorities.

### 3. Custom Use Case & Automation Development

- Through GuidePoint's CNAPP Enablement Service, subject matter experts built automated workflows and custom use cases to help the customer achieve specific business outcomes.
- Introduced repeatable patterns that scaled across teams and environments.

### 4. Specialized Expertise

- GuidePoint was the only partner with the certifications, technical depth, and CNAPP specialization needed to design and deliver the required custom-built solutions.



## The Outcome

The customer rapidly realized the value of Wiz thanks to GuidePoint's expertise and targeted operationalization:

- **Accelerated Time-to-Value:** Customer achieved full operational rollout of Wiz — six months earlier than anticipated.
- **Higher-Quality Alerting:** False positives dramatically reduced, enabling engineers to focus on real risks.
- **Tailored Cloud Security Controls:** Custom configurations ensured Wiz aligned with the complexity of the customer's environment.
- **Business-Aligned Automation:** Custom use cases and automated workflows delivered measurable improvements to efficiency and security posture.
- **Sustainable CNAPP Operations:** Customer teams were left with a repeatable, automated, and optimized Wiz implementation.



## Why This Worked

1. **Deep CNAPP Expertise:** GuidePoint brought specialized skills that matched the complexity of the customer's environment — expertise the customer did not have in-house.
2. **Custom, Not Generic Solutions:** Instead of relying solely on Wiz's out-of-the-box capabilities, GuidePoint designed custom configurations and automation tailored to the customer's architecture.
3. **Operational Focus:** By taking over triage, validating findings, and reducing false positives, GuidePoint eliminated the customer's biggest blockers to adoption.
4. **Automation that Scales:** Purpose-built use cases automated manual tasks and established a long-term foundation for continuous operations.
5. **Accelerated Rollout & Value Realization:** The partnership allowed the customer to operationalize Wiz faster and more effectively than they could have alone.



## Key Takeaway

GuidePoint transformed a stalled Wiz deployment into a fully operational, automated, and high-value CNAPP implementation – accelerating time-to-value and enabling long-term success.