

Fortra Maintains Market Leadership by Delivering Timely Content to Their Security Solutions

Fortra creates a simpler, stronger, and more straightforward future for cybersecurity.

Cybersecurity company: Software Development | Agile Project Team | Global



Executive Summary

Fortra aims to be a cybersecurity ally who has established themselves as a leading global cybersecurity provider with a portfolio of integrated and scalable security solutions. They help their customers feel secure with a comprehensive portfolio. A key element to their success comes from maintaining the extensive content used by their various products to protect systems and data from the ever-evolving myriads of potential problems and threats.

The relationship with CorSource goes back more than 20 years through Tripwire, which was acquired by Fortra. The CorSource team, coupled with an internal team, methodically develops and finely tunes the content engine used throughout the portfolio of products. This joint team is responsible for the timely rollout of content to address vulnerabilities by developing methods to detect them on customer systems. This protects Fortra customers with daily definitions to constantly detect and report on flaws in their systems.

About Our Client

- Fortra is a cybersecurity company with over 3,000 employees.
- They are headquartered in Eden Prairie, Minnesota.
- Fortra's mission is to solve organizations' toughest cybersecurity problems. Everything we do is in the pursuit of a stronger, more straightforward future for cybersecurity.

"Our 20-year relationship has been very successful and CorSource is a trusted partner who has been instrumental in ensuring we are able to maintain a very high standard for our content team and the Fortra products. Their agile project team is a seamless extension of our company, and the collaboration has directly led a higher quality of life across all teams."

— Tyler Reguly, Associate Director Security Research at Fortra

Case Study

Challenges and Objectives:

The Associate Director Security Research manages the content team supporting the Vulnerability Management (VM), Security Configuration Management (SCM) with File Integrity Monitoring (FIM), Data Loss Prevention (DLP), and Extended Detection and Response (XDR) products.

He is responsible for the developers building internal tooling and systems, as well as some of the security researchers. His team handles anything that empowers a product to detect, identify, or alert on an inconsistency, a change, or a threat.

The content generated by the team includes definitions of threats and vulnerabilities as well as device and system configurations.

The team is directly responsible for keeping the Fortra products and the content they rely on current, which demands:

- **Methodical Approach:** Execute the workflow to translate policies into machine readable code that is used by the monitoring software.
- **Technical Expertise:** Deliver consistent and reliable development and quality assurance (QA) to ensure dependable execution and trust across the team.
- **Efficient Communication:** Communicate clearly and in a timely fashion around the clock and under pressure during delivery milestones.
- **Can-Do Attitude:** Bring a flexible mindset to handle curve balls and the unexpected by always leaning in to find solutions.

How CorSource Agile Project Team Helps:

Since 2004, CorSource has been an integral part of the content team and their workflows by contributing expertise and the capacity to stay on top of the work. Key to the successful partnership with Fortra includes:

Well-Oiled Machine: The joint CorSource and Fortra team has developed an efficient set of procedures and working style which ensures scope is well defined and always delivered as planned with no surprises.


Agile and Kanban Project Management: The CorSource team works in monthly agile sprints with regular intervals for planning and delivery. The team also supports Fortra's Kanban project management methodology for continuous flow work to execute against changing priorities.

Constant Communication: The CorSource team includes project managers and technical experts which makes it easy and smooth to communicate at a technical level using mostly email and chat to align and clarify discussion points.

Around the Clock Workflows: The joint team spans nine countries and handles around the clock shifts to support delivery milestones by updating content with expediency following major events such as "Microsoft Patch Tuesdays".

Improve Team Morale: The ability to work in 8-hour shifts with clean handoffs between teams has greatly improved morale and quality of life for the entire team when dealing with deadlines requiring timely execution.





“Key to CorSource’s effectiveness is strong project managers who collaborate with team leaders and highly experience developers who demonstrate a commitment to Fortra’s mission.”

— Tyler Reguly, Associate Director Security Research at Fortra

The Outcome

Fortra maintains a very high-quality content output to power their monitoring software. A key element to their success has been leveraging an agile project team with the right technical expertise and attitude to work as an extension of the internal team.

The CorSource agile project team delivers the following benefits:

- **Reliable Software Development and QA:** The team’s experience and skills result in high quality outputs with very low error rates or false positives, while maintaining the needed pace to support timely releases.
- **Execute on Progression of Work:** The team is a trusted partner who stays on scope and successfully delivers projects to completion against planned work. Throughout the process, the team provides clear progress tracking and efficiently moves tasks and deliverables through the sprints and kanban boards.
- **Adapt to Changing Needs:** The team has demonstrated the ability to learn and always leans in to support the unexpected and adjusted priorities.
- **Low Turnover:** The team has been together for years providing a stable pool of experts who work and communicate closely with the Fortra team to execute flawlessly month after month.



CorSource Can Help

If you are facing similar challenges, we encourage you to contact us today. We can show you how we turn innovation into a competitive advantage using expertise to develop and implement technology-based solutions.



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