



Means
Business

Customer stories

Empowering Snam's cyber security strategy with SAFE

Our cyber risk management platform that's
keeping a natural resources powerhouse secure

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Business profile

Snam

Industry

Energy sector

Organisation size

3,610 (2022)

Location

Italy



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The challenge

The threat landscape is vast when it comes to cyber security, which is why Snam needed a solution that would provide a centralised view for threat detection, response, and reporting.

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The solution

Snam partnered with us using our innovative SAFE platform to achieve a comprehensive view of its cyber risk posture, streamlining its security practices across the organisation.

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The result

SAFE provides Snam with the confidence that its endpoints, data sources, and servers are protected from cyber threats. It also supports Snam's monitoring and reporting for key stakeholders throughout the organisation.



The challenge

Snam, a cornerstone in Italy's energy sector, boasts an extensive network specialising in natural gas transportation, storage and regassification.

As a trusted partner for over two decades, we've played a pivotal role in managing critical components of Snam's IT infrastructure. Recognising the evolving cyber security landscape, Snam embarked on a journey to revolutionise its security approach, seeking to enhance its resilience and mitigate potential risks.

In today's business landscape, the combination of greater digitalisation and accelerated cloud adoption creates more potential access points for cyber criminals to attack. As a result, many organisations draw on multiple solutions to provide their response, which can create a fragmented view of the cyber security puzzle. This was the predicament Snam were facing.

As they grappled with the challenge of capturing a broad overview of their cyber risk, they considered the development of an in-house risk management tool which would consolidate data from management tools and security devices.

Problematically, internal solutions are typically expensive to build and maintain. Snam needed a solution that was cost-effective, less cumbersome to manage, and able to assess risk factors accurately and objectively.

Additionally, fragmented cyber security practices can hinder communication between security teams and senior management, leading to inefficiencies in risk assessment and response.

Without a centralised system for data aggregation and analysis, organisations face difficulties in producing comprehensive reports for the board, impeding informed decision-making processes.

The solution

Following a deep dive session and a proof of value, we introduced Snam to the innovative SAFE platform, a solution designed to address the complexities of cyber risk quantification and management.

The platform's implementation was tailored to ingest logs from different sources through APIs, ensuring comprehensive coverage and providing a broad overview of Snam's tools, aggregating data sources effectively.

Leveraging SAFE's advanced features would give Snam the ability to quantify and monitor cyber risks in real-time, streamlining cyber security practices across the organisation.

The platform's software provides API interaction too, allowing seamless communication with external systems and enhancing data integration capabilities. Additionally, it facilitated an inside-out view of Snam's cyber security landscape, enabling a deeper understanding of internal security risks.

A key aspect of the solution was the integration of two additional products: CrowdStrike and Microsoft Defender for Endpoint. These integrations were essential for Snam's decision-making process, as they addressed critical needs related to server vulnerabilities and endpoint malware detection.

Without these integrations, Snam would have been blind to potential threats and vulnerabilities on their servers and endpoints, significantly compromising their cyber security posture. Our collaborative approach ensured a seamless implementation process, tailored to Snam's unique requirements. With our expertise and guidance, Snam successfully onboarded the SAFE platform, positioning itself for enhanced cyber security resilience and agility.



“The SAFE platform has been a real added value to our holistic approach to Security, providing a unified tool for cyber risk management. With real-time monitoring and integrations with CrowdStrike and Microsoft Defender for Endpoint, we now have a comprehensive view of our cyber risk landscape.”

Giovanni Signorelli
Cyber & Operation Security Manager, Snam

The result

The adoption of the SAFE platform marked a significant milestone in Snam's cyber security journey, empowering the organisation to address its cyber security challenges with confidence.

Firstly, by deploying a unified tool for cyber risk measurement and monitoring, Snam has streamlined its security management practices. Through data consolidation from internal tools, including vulnerability management systems and endpoint detection solutions, SAFE offers Snam a holistic view of their cyber risk landscape, enhancing threat identification and mitigation.

SAFE has enabled real-time monitoring of outcomes from internal cyber security tools, aiding Snam in comprehensive risk assessment and mitigation efforts. By ingesting logs and integrating with critical solutions like CrowdStrike and Microsoft Defender for Endpoint, SAFE delivers actionable insights into vulnerabilities and threats across the company's infrastructure, empowering proactive risk management and incident response.

What's more, SAFE's adoption has notably enhanced internal communication and board reporting on cyber security initiatives at Snam. Its capacity to generate clear, concise, and actionable insights facilitates effective communication with stakeholders, including board members and executives. Through focused risk reporting, SAFE supports Snam in communicating the significance of cyber security efforts, guiding resource allocation decisions, and informing strategic planning.



“While we hadn’t initially considered BT for our cyber security challenges, their tailored solution proved to be precisely what we needed to enhance our resilience. After more than 20 years working together, their deep understanding of our business, coupled with their expertise in the evolving cyber security landscape, has positioned us for success in safeguarding our critical infrastructure.”

Massimo Cottafavi
Director Cyber Security & Resilience, Snam



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to secure your business, take a
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