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# Referentia is First Managed Security Services Provider Built on Amazon EC2 with AccelOps

*Referentia relies on AccelOps to keep Prince Resorts Hawaii's IT operations secure*

**SANTA CLARA, Calif. - Oct. 22, 2013** - Referentia Systems has chosen the analytics-driven IT operations management AccelOps platform for its new Managed Security Services Provider (MSSP) business operations, enabling Referentia to become the first MSSP deployed in the Amazon Elastic Compute Cloud (EC2) with AccelOps.

AccelOps is the leader in analytics-driven IT operations management for cloud and virtualized infrastructures. Referentia is a leading provider of mission-assured cybersecurity technologies and solutions for the federal government, the Department of Defense and other critical infrastructures. As the first cross-domain monitoring software that is completely SaaS-enabled, AccelOps allowed Referentia to offer managed security and monitoring services without having to invest in its own data center infrastructure. Instead, Referentia deployed AccelOps in Amazon EC2 with minimal upfront costs.

Referentia's customer, Prince Resorts Hawaii, needed greater visibility and insight into its IT operations to detect and resolve problems before they have a chance to impact the resorts' core business operations. The company relies on Referentia and AccelOps to provide managed security and network monitoring services for its resorts.

Using AccelOps, Referentia analyzes, tunes and assists in responding to any threats in Prince Resorts' operations, as well as manages and monitors networking device logs, configuration changes, patches, updates and event response.

The hospitality company is subject to Payment Card Industry Data Security Standard (PCI DSS) regulations and depends on its critical infrastructure to keep its hospitality business running smoothly and efficiently. "The impact using Referentia and AccelOps software was immediate," said Ryan Doi, director of information systems of Prince Resorts Hawaii. "We had better performance and more proactive security."

"We wanted to offer our clients managed security services, but didn't want to invest heavily," said Anthony Giandomenico, director of Solutions at Referentia. "Our model is to offload SIEM as a service for the customer, and combining cloud and AccelOps fits this perfectly. AccelOps allowed us to expand into managed network services as well. We were the first company to deploy 100 percent in the cloud, and AccelOps was great in getting us everything we needed. Managed services are becoming a greater part of Referentia's business as they become more

important to cybersecurity."

"Referentia really embraced AccelOps' vision of monitoring and correlating data across diverse infrastructures from within the cloud," said Flint Brenton, president and CEO of AccelOps. "Referentia is a prominent and highly regarded security consultancy and solution provider that saw an opportunity to fill in the detection and response gap for its clients in the most cost-effective manner possible. We are committed to maintaining a close partnership to support their clients in achieving secure and responsive critical infrastructures for their businesses."

AccelOps delivers the industry's only integrated software platform to monitor security, performance and availability across all aspects of the IT infrastructure, whether on-premise or in the cloud. AccelOps' native multi-tenancy provides security and flexibility for MSPs, MSSPs and cloud service providers, allowing appropriate views for individual customers and business groups through role-based access controls. Based on patented distributed real-time analytics technology, AccelOps automatically analyzes and makes sense of behavior patterns spanning server, storage, network, security, users and applications to rapidly detect and resolve problems.

The AccelOps virtual appliance software manages security, network performance and compliance, all on a single screen. The software works across traditional data centers as well as public, private and hybrid clouds, allowing Referentia to deploy their services in the public cloud, yet monitor and manage every aspect of their clients' environments. Unlike traditional single-purpose tools designed for standalone enterprises, AccelOps provides managed service providers such as Referentia with native multi-tenancy and has been designed for scalable deployment as a virtual appliance that can be deployed completely within the cloud. It receives more comprehensive, real-time log and event information from inside the EC2 infrastructure than is possible through a simple application programming interface.

Cybersecurity and regulatory compliance impact organizations of all types and sizes, while threat vectors to critical infrastructure are becoming more sophisticated and pervasive. For many organizations the cost and shortage of skilled security professionals makes it impossible to manage security internally and comply with regulations such as the Health Insurance Portability and Accountability Act (HIPAA) and Payment Card Industry Data Security Standard (PCI DSS). Because Referentia already had almost 100 experienced security and IT staff, the company was well-poised to expand its cybersecurity offerings by adding managed security services.

A detailed case study is available at [www.accelops.com/pdf/AccelOps-casestudy-Referentia.pdf](http://www.accelops.com/pdf/AccelOps-casestudy-Referentia.pdf).

## About AccelOps

AccelOps provides analytics-driven IT Operations Management for cloud and virtualized infrastructures. The virtual appliance software manages security, network performance and compliance, all on a single screen. AccelOps automatically discovers, analyzes and automates IT issues in machine and big data across organizations' data centers and cloud resources, spanning servers, storage, networks, security, applications and users. AccelOps' patented analytics engine with cross-correlation sends real-time alerts when deviations occur that indicate a security or performance-impacting event. The AccelOps platform scales seamlessly and provides unmatched

delivery of proactive security and operational intelligence, allowing organizations to be more responsive and competitive as they expand their IT capabilities. For details, visit [www.accelops.com](http://www.accelops.com).

## About Referentia Systems, Inc.

Referentia Systems, Inc. is a leading provider of mission-assured cyber security technologies and solutions for the federal government, the Department of Defense (DoD) and other critical infrastructure. A Hawaii-based small business, Referentia has a proven track record for developing relevant innovation in cyber network defense, cross-domain solutions, enterprise architectures, and advanced network management and analysis systems. Referentia is an applied R&D company dedicated to providing proven high assurance and flexible solutions to address critical cyber security concerns threatening IT modernization. The company has received numerous awards for its innovative software solution and has a CMMI Level 3 certification. Referentia is a certified Small Business with strategic presence in San Diego, Calif.; Albuquerque, N.M., and Sterling, Va.