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NEXTGEN SECURITY SOFTWARE RAPIDLY EXPANDS GLOBALLY

LogRhythm scales for rapid global expansion with the help of Dell EMC OEM Solutions, while simultaneously boosting product flexibility and minimizing costs

∴LogRhythm®
The Security Intelligence Company

Security | United States

Business needs

To meet increasing demand for its industry-leading network security appliances, LogRhythm needed a more efficient operational model for building systems, storing inventory, filling orders and supporting customers.

Solutions at a glance

- Dell EMC OEM Solutions
  - Dell EMC PowerEdge R-series servers with Intel® Xeon® processors
  - Dell EMC Storage MD1420 direct-attached storage
  - Microsoft SQL Server 2016
  - Windows Embedded
- Dell EMC Enterprise Support

Business results

- Accelerate the cash conversion cycle
- Minimizes operational and product costs

Drives speed and flexibility

Greater
short- and long-term flexibility and agility

Software companies can gain an edge over their competition by offering their products as turnkey appliances. However, delivering software pre-installed on hardware introduces complexity. That's because companies need to brand, build and store appliances as well as ship and support them. LogRhythm was facing these and other challenges more than a decade ago when it launched an innovative security information and event management (SIEM) appliance.

As orders came in, LogRhythm's appliances used white-box hardware. To meet rising demand, LogRhythm had to either scale its inventory invesment, expand its fulfillment operations and support-service staff — or engage a third-party OEM vendor to help.

LogRhythm chose Dell EMC OEM Solutions to provide hardware, software and services. Randy Davenport, senior director of operations at LogRhythm, says, "What we really like about Dell EMC is the flexibility of its offerings. We can mix and match drives and Intel processors to build appliances to meet the needs of our customers and their different workloads. But the thing that really differentiates Dell EMC for us — and I think you'd get consensus about this across the industry — is that its service and maintenance packages are second to none. We've continued to look at alternatives, and Dell EMC is always the best."

By choosing Dell EMC OEM Solutions, LogRhythm can also build appliances that can compete against software-only SIEM options. "A lot of our competitors put the responsibility of hardware on the customers," explains Davenport. "Our solution comes as a complete package, which is why our choice of OEM vendor is so important. By working with Dell EMC OEM Solutions, we offer organizations our software on the latest and greatest hardware with technologies like solid-state drives, at the most competitive pricing."

Undisputable success with Dell

Michael Euperio, director of Technology Alliances at LogRhythm, says, "We have been positioned as a leader

"*Our goal is to ship our global appliance orders within 24 hours, and we can do that with Dell EMC OEM Solutions, even as demand continues to grow.*"

Randy Davenport
Senior Director of Operations, LogRhythm

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in the Gartner SIEM Magic Quadrant for six consecutive years, and we share that positioning with two of the biggest names in the industry." LogRhythm's appliances are top-ranked because they're extremely effective in helping customers detect and respond to security threats. "We recognize that time is critical in solving security use cases," he explains. "We do not want to introduce any delays in enabling our customers to provision our solutions. Dell EMC OEM plays a critical role in delivering that speed and flexibility that allows our customers to rapidly implement LogRhythm."

In addition, customers order appliances that combine both servers and storage, sized to match their unique requirements. Davenport says, "We offer solutions that scale from small and medium organizations to large, globally dispersed enterprises."

Looking ahead, LogRhythm sees continued growth and success. "Because we're on Dell EMC's roadmap, we know we'll stay ahead of just about everybody else in terms of doing more in a smaller footprint, which is critical for us to secure additional market share," Davenport explains. "But also, Dell EMC is very interested in hearing about the kinds of technologies we need to innovate, and it brings its partners like Intel into the discussions. This kind of give-and-take with Dell EMC is just one more reason why our partnership is so beneficial for our company and for our customers."

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>
> Michael Euperio
> Director of Technology Alliances, LogRhythm

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