GYALA

Cyber security

We are the cybersecurity company
that brought customizable logics into the XDR Agent

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Gyala is an On-premise and SaaS Software Vendor in **Cyber and Network Security** providing software related services

Tailored Reaction – embedd also in the agent
We are the only cybersecurity company to allow our customer to design the product security reaction in a tailored way (IT and OT)

The Unique Proposition

Round

In 2022 Gyala closed a 5 Million € round, **We are the first Italian company to have received a round from Cassa Depositi e prestiti the** Italian Financial Institution for Development Cooperation

born in **2017**

Total number of staff **27**

Certification
ISO 9001:2015
ISO/IEC 27001

Drill Down

Company snapshot

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Founder

Chairman	Andrea Storico	CEO	Gian Roberto Sfoglietta	CTO	Nicola Mugnato
25 years of experience in Business Development and Institutional Relations. Founder of well-known systems engineering company operating in the aerospace and defense sectors		25 years of experience, Gian Roberto started his career as an entrepreneur in the ICT sector He has developed several companies with his partner Andrea operating in the aerospace and defense sectors		20 years of experience, start with his company in the interception of internet communications and cyber defense Then, he assumed the role of Head of Cyber Security of the Finmeccanica Group, before starting his adventure in Gyala as Co Founder	

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Offering

Industrial networks with a **mixed IT, OT, IOT environments are the core for many business sectors**, but EDR/XDR are tailored to the needs of corporate offices.

Customers are facing **challenges in implementing integrations** of 'best of breed' products and developing effective response automations. Most EDR don't let you customize automatic responses and SOARs are hard and expensive. To add complexity, OT environment is not attractive to talent and many security technologies are available only in Saas.

Gyala has developed **Agger**, an
XDR product that **was designed from the day zero to be an all-in-one solution**
that provides
- ☑ network monitoring,
- ☑ endpoint security,
- ☑ OT/IOT monitoring,
- ☑ log collection and correlation and to plan automatic responses.

Agger is delivered SaaS but also on premise and has specific features for isolated networks.

We provide industrial, healthcare, and defense organizations with the capability to secure all IT and OT systems present in their environments. **We enhance defense by enabling the creation of custom reaction rules.**

We **solve the problem of control and integration of "old" or off-market IT/OT systems** : we support legacy systems and are able to develop custom agents

We allow a **reduction of operational costs** by replacing the use of highly skilled experts thank to **predefined automatic reactions based on risk analysis**

Utilities & Energy

Defence

Marine

Enterprise

Automation

Healthcare

Most relevant installations made and in progress

Most relevant Saving

19 Navy Ships

5 Power plant

27 Health center

6 hospital

-80% Staff Cost

from 5 people at the SOC to just one

average of one minute to detect an attack, 10 minutes to understand it, and one hour to contain it (*)

Average time 0 minute

(*) https://www.crowdstrike.com/resources/crowdcasts/how-to-accelerate-your-socs-response-time/#:~:text=Getting%20Started%20with%20Workflows%20and,one%20hour%20to%20contain%20it.

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Competitive Positioning and Differentation

Agger supports not only SaaS solution but also on-premise installations, with specific features to perform updates and bidirectional threat checks in isolated networks and hardening policies. OT devices are first class citizens.

Agger provides also endpoint security, correlation and response automation. With Agger it's not up to customers to perform a complex integration with SIEM and a SOAR and ingest SCADA system logs. Encrypted protocols will be adopted in the next future between Scada and PLCs and they will be a threat to the core of network centric products.

As EDR/XDR becomes an increasingly competitive landscape with major players wielding substantial budgets, Gyala's focus on identifying and capitalizing on its niche within mixed IT/OT networks.

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Customer success Stories

	(Customer / Healthcare)
Situation	Managing a flat network with numerous unsupported systems (Windows XP), including those required to operate critical healthcare equipment, presents a significant challenge.
Impact	Gyala's solution provides support for both new and legacy systems, offering customers a seamless migration process that respects their budget constraints while ensuring reliable, uninterrupted service.
Resolution	The results of customer risk assessment have confirmed the effectiveness of our solution, which will remain in place even after posture improvements are made.

-63%
Resource cost

99.999%
availability services

2000
Installed Agent (From Windows XP, Linux, macOS)

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Customer success Stories

	Customer / Energy)
Situation	Given the isolated nature of every power station and the inherent anti-economic nature of replicating security monitoring, log management, and SOAR, the customer was looking for something different.
Impact	Thanks to our product and professional support, we were able to rapidly develop custom SCADA detection and response capabilities tailored to our customer's unique environment. With a single, integrated system to manage, our solution eliminates the logistical challenges of multi-vendor integrations.
Resolution	Our customer's decision to extend their contract from one to four power stations, and ultimately to all of their stations, is a testament to the value and effectiveness of our solution.

2
Installation days each power plant

100%
Legacy systems supported

100% MW
Electrical power defended

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Customer success Stories

	Navy (case study)
Situation	Addressing the lack of security specialists on board while the ship is operational is a critical concern, particularly given that their specialized equipment is not supported by commercial off-the-shelf solutions.
Impact	Gyala was awarded a research grant from the Navy to develop Agger features tailored to their specific requirements. With this funding, we were able to deliver a solution that met the Navy's needs. Those features are now available to all our customers.
Resolution	Our customer has formalized a project to adopt our solution and deploy it across their entire fleet of ships. This serves as a clear indication of the effectiveness of our solution in meeting their unique needs

99,9%
Saved time to services restore

100%
Navy fleet

47
Resilient services

* Deploy planned in 5 years

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Closing

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