



Case Study: Syntygy, Inc.

Challenge

Validate the information security of a web-based business application

Solution

Application Vulnerability Assessment from Allied InfoSecurity

Benefits

- Expert assistance in understanding and addressing client concerns.
- Objective evaluation of software and data security.
- Ability to provide third-party attestation to clients, prospects, and partners.

Headquartered in Chester, Pennsylvania, Syntygy, Inc. is the largest provider of solutions for the management of sales compensation plans. Through a unique suite of technology-enabled capabilities, the company helps clients better align, communicate, track, and continually enhance their compensation plans.

Unlike other providers of sales compensation management solutions, Syntygy delivers its services without the use of third-party hosting companies. In fact, for over a decade, Syntygy has owned and operated its own data center, which powers its proprietary software tools. Clients can benefit from those tools through outsourced services, traditional software licensing, or a “software-as-a-service” model.

And as Vice President of IT Mike Donohue notes, no matter how clients work with Syntygy, the security of the software and protection of client data is critical.

That’s why Syntygy has invested in a carefully designed and meticulously maintained program for information security. Donohue notes that the company’s security measures cover application, data, server, network, and physical security. Its data center also offers robust security capabilities — including redundant physical systems, multiple Internet connections, application and data center monitoring, backups, an escalation process, and a disaster recovery process.

When a client approached Syntygy and asked for a third-party audit of the security infrastructure for its software-as-a-service offering, Donohue and Manager of Information Security Troy Fisher turned to Allied InfoSecurity for an Application Vulnerability Assessment.

Donohue says it was the first time Syntygy had engaged a third party for this type of application-specific assessment. “The Allied InfoSecurity team was extremely helpful in understanding and addressing our client’s specific requests,” Donohue says, adding that the review was very thorough.

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About Allied InfoSecurity, Inc.

An independent company focused only on security and staffed by certified security professionals, Allied InfoSecurity is a consulting and outsourcing provider that helps businesses improve and manage their information security programs, mitigate risk, and respond to regulatory and marketplace demands more quickly and effectively than they could on their own. As a world-class information security partner, we help our customers address complex legal and regulatory requirements and rising customer awareness and expectations about the safe handling of sensitive information while empowering them to focus on their core business objectives.

Allied InfoSecurity offers a full spectrum of industry-specific, best practices-driven services based on a cost-effective, pragmatic, and defensible approach that meets information security needs and helps minimize liability. Our products include technical assessments, compliance and certification services, computer forensics, employee awareness and training programs, and comprehensive security program development and management.

In addition to providing an independent evaluation of a particular application, an Application Vulnerability Assessment from Allied InfoSecurity can help review compliance with current regulations and identify potential gaps between an operating environment and the world-class ISO and OWASP standards.

“Going in to the assessment, we knew that Allied InfoSecurity would not only evaluate our application security, but also define the risk associated with any gaps and outline the level of effort that would be required to address each one,” Donohue explains. “Just as important, the Allied InfoSecurity team would deliver a list of prioritized recommendations for management.”

As it turned out, Synogy’s assessment—which was overseen by Fisher and completed in about two weeks—revealed very positive results. Allied InfoSecurity found that the company takes very strong steps to minimize web-application, operating-system, and network-level vulnerabilities, and also provides a strong degree of environmental and data security.

In reflecting on the engagement, Donohue said he was proud of his company’s results and pleased with Allied InfoSecurity’s potent blend of security expertise, business savvy, and interpersonal skills.

“We’ve had a few instances where clients called and Allied InfoSecurity principals were able to jump in and address their needs and concerns,” explains Donohue. “Allied’s leadership team is very good with dealing interpersonally with clients—whether in person or over the phone. For us, it’s been great having that kind of access to high-level expertise.”

For Synogy, the assessment has done more than meet the immediate need for a third-party validation of its security measures. The company is also leveraging the audit results for sales and marketing purposes.

In closing, Donohue says he recommends Allied InfoSecurity to anyone seeking a partner that is truly passionate about security—and flexible in meeting your requirements: “They’re a very energetic, creative, and responsive team. They bring a great deal of knowledge and experience and are willing to work with you to accomplish your objectives.”

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