

■ CUSTOMER CASE STUDY · LIFE SCIENCES

Fewer tools, lower spend, a *partner* that listens.

How Exela Pharma Sciences replaced CrowdStrike and Kaseya 360, plus several point tools, with Cylerian's unified, AI-native platform, then connected the rest of its stack through the Marketplace.



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Life Sciences · Security & IT

PER-ENDPOINT COST

Exela **reduced** their cost per protected endpoint by approximately **86%**, while broadening coverage on the Cylerian platform.

01 THE CHALLENGE

As CISO of **Exela Pharma Sciences**, Aaron Ansari inherited a security program stitched together from overlapping point products. The team ran **CrowdStrike** and **Kaseya 360** side by side, paid separately for vulnerability management, and carried a handful of other licenses to cover the gaps in between.

The result was the familiar tax of tool sprawl: redundant spend, fragmented visibility across consoles, and a vendor relationship that was slow to respond when Exela's needs changed. Ansari wanted to consolidate, without losing coverage and without trading one unresponsive vendor for another.

02 WHY CYLERIAN

Cylerian's **unified, AI-native platform** consolidated capabilities that had previously required multiple vendors into a single console, and its open **Marketplace** meant Exela could keep the tools it valued instead of ripping and replacing. Just as important, the Cylerian team committed to a working cadence built around Exela's roadmap, not Cylerian's.

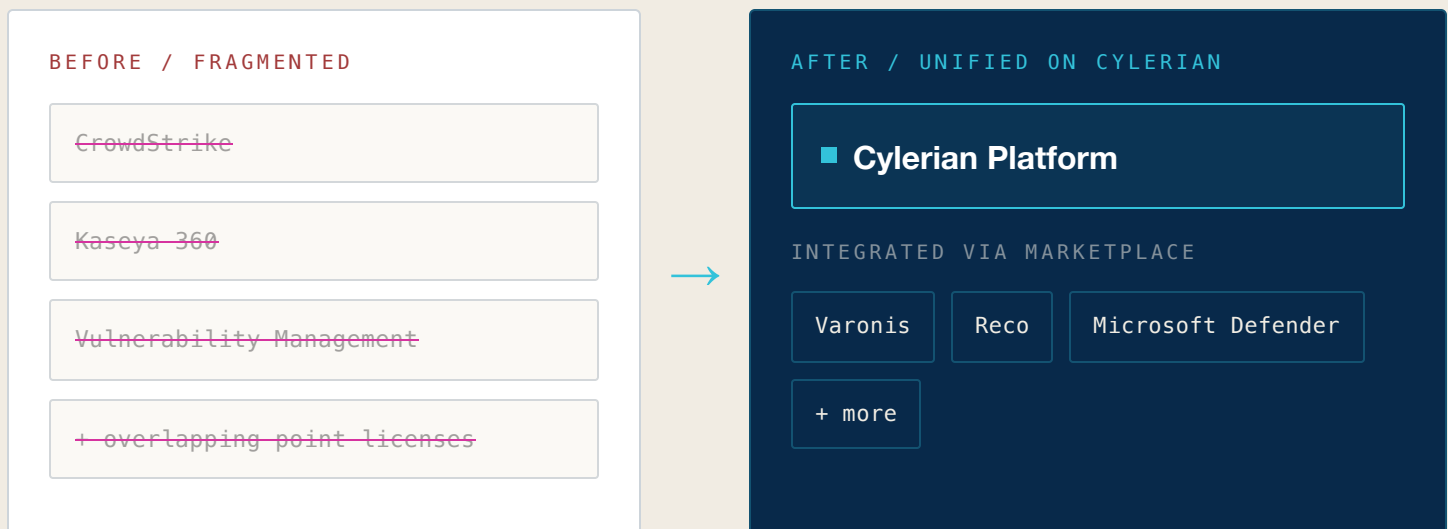
- ✓ **Consolidate, don't compromise:** one platform covering what CrowdStrike, Kaseya 360, and standalone vuln management did before.
- ✓ **Keep the best of the stack:** native integrations for the tools Exela already relies on.
- ✓ **A partner on the roadmap:** weekly working sessions and product changes shipped from Exela's feedback.

03 THE OUTCOME

Exela replaced **CrowdStrike and Kaseya 360 outright**, then went further, switching off standalone vulnerability management and other overlapping licenses that Cylerian now covers natively. Through the Marketplace, the team connected the rest of its stack instead of replacing it.

- ✓ **Full replacement** of CrowdStrike and Kaseya 360 on a single, unified platform.
- ✓ **Retired redundant licenses:** vulnerability management and more, for direct cost savings.
- ✓ **Integrated the existing stack** via the Marketplace: **Varonis**, **Reco**, **Microsoft Defender**, and more.
- ✓ **A better solution and a better partner:** lower spend, broader coverage, faster response.

04 STACK, BEFORE & AFTER



05 A PARTNER, NOT A VENDOR

What set Cylerian apart wasn't only the consolidation. It was the relationship. The Cylerian team **meets with Exela weekly**, takes the team's feedback directly into the roadmap, and **ships changes to the solution** on Exela's behalf, including the specific integrations Exela needs.

"Cylerian meets us where our business needs are."

AARON ANSARI · CISO, EXELA PHARMA SCIENCES