

CYBER RESEARCH

Technology Advisory: Data Security Posture Management Case Study

A large manufacturing company required assistance to determine which DSPM product met their unique business and technical needs. The security team was struggling to maintain their expanding data estate and lacked expertise in the new generation of AI-powered DSPM products. They engaged with K logix’s Cyber Research team to identify their requirements and determine which technologies to evaluate.

With the help of K logix, the customer identified these requirements when evaluating DSPM technologies:

- **AI Based Classification:** Utilize AI and ML to classify unique company data that would not have fit into regex-based classification tools.
- **AI Model Visibility:** Visibility into all AI models, including the conversations that users may be having with LLMs, Shadow AI and over-permissioned AI Agents.
- **Data Discovery and Visibility:** Discover all enterprise data and use AI and ML for advanced searching and visibility into where data lies.

Challenge

- Unaware of new generation of DSPM capabilities
- Lacked strong visibility into vast data landscape
- Inability to adapt to ongoing AI advancements

Result

Assessed six DSPM solutions, shortlisted two finalists, and selected the optimal fit for investment

K LOGIX’S VENDOR-AGNOSTIC DSPM EVALUATION

K logix’s Technology Advisory service leverages our proven methodology using a vendor-agnostic, technology and business use case driven approach. The result is an analysis-backed, justified DSPM security product decision that aligns with the organization’s requirements.

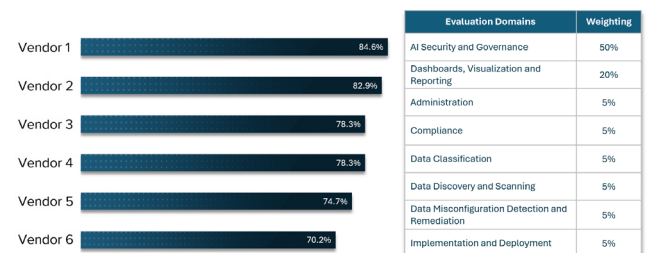
K logix’s DSPM Technology Advisory Timeline



TECHNOLOGY ADVISORY DELIVERABLES:

- **Heatmap:** Identification of where products had critically different scores and which products meet (and miss) identified key requirements
- **Technology Scoring:** Using visual charts, compare product scoring using weighted domains and requirements
- **Vendor Demos:** Script and scorecard based on specific customer requirements combined with facilitated vendor demos that speak directly to the key customer requirements

Sample Deliverable: Technology Scoring Against Weighted Requirements



All visuals and content are wrapped up into an engagement overview and executive-friendly presentation.