SACUMEN
Security Execution Partner

SPECIALIST IN

CONNECTOR DEVELOPMENT

FOR SECURITY PRODUCT COMPANIES

Overview

Security product companies grapple with multiple challenges when it comes to Product engineering. Typical challenges are faster time to market, pivot faster, diverse skills requirements, Connector Development and Support. Sacumen has been at the forefront of working with Security product companies to address these challenges.

What We Do?

Sacumen specializes in working with Security product companies. We are working with 45+ Security product companies in areas of Connector Development and Support, and Product Engineering. We have built more than 700+ Connectors in areas of SIEM, Identity and Access Management, Ticketing Systems, Incident Response, Cloud Applications, Cloud Monitoring, Threat Intelligence Feed, End Point Security, Authentication, etc.

How do we **Solve the Pain Points?**

Pain Points	How We Solve?	Value
Target application acquisition	Partner ecosystem with more than 120+ Product companies help to get access to licenses, and API documentation	70-80% reduction in bandwidth to acquire 3rd party application /end point
Need to divert focus away from Core IP development	Our team works as an extended engineering team to develop and maintain connectors	• Faster time to market - 20-40% reduction in time • 30-45% cost savings by using our connector factory model • Ability to repurpose your team to focus on core product
Diverse skill requirements	We bring the diverse skill set required for connectors development	• Scalability of resources • Flexibility of ramp up and down of resources with different skills set
Keep pace with version upgrade/EOL of the target applications	Sacumen's unique Connector Program Management Model addresses this point	• Reduction in customer support issues • Connectors up to date
Unpredictable cost and timelines	Our Connector Factory model offer our customers predictability of timelines & cost	Predictability in output & cost per connector

Services

Connector Development

- Build certified apps for categories such as SIEM, Incident Response, Ticketing Systems, IAM
- Strong Experience in developing all components of a Connector lifecycle such Collector, Parser, Events Mapping, Correlation
- Develop Events generation modules using APIs and automation scripts for Non-API events
- Build Multi-tenant support for Connectors and deploy in Connectors as a service (CaaS) model
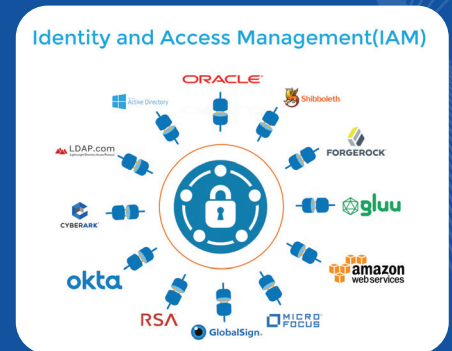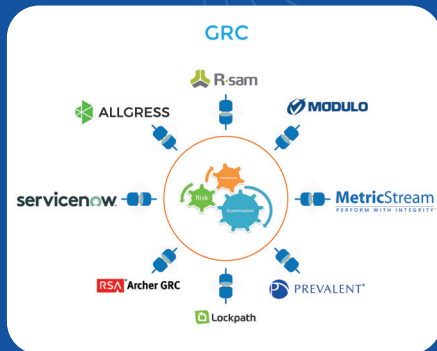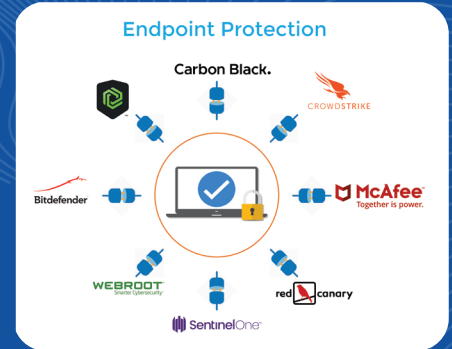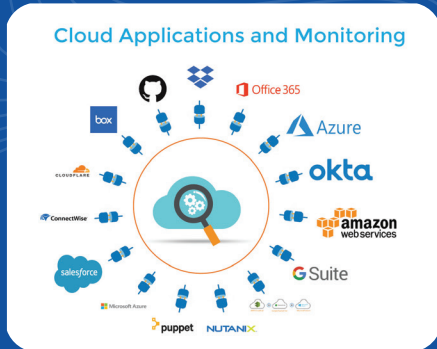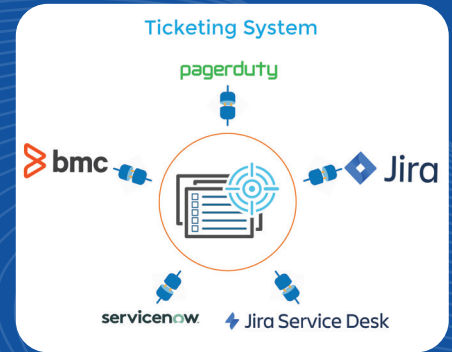
Connector Support

Our Clients sign AMC (Annual Mainte-nance Contract) to support their existing Connectors as well as New Connectors developed by us

As part of AMC, we take care of:

- Providing technical support for the support requests and defects related to the developed Connector
- Fixing the bugs / defects in developed connectors
- Recertifying the connectors against one major upgrade of your product and one major upgrade of the target product

Product Engineering

- New versions development
- Custom Solutions development through extended skills in space of QA, UX/UI, Mobility, Custom application development with different frameworks and languages
- Product assurance through specialized testing such as Automation, Performance, User experience, and API level testing
- Set-up Centre of Excellence (CoE) to conduct Proof-of-Concepts (PoC), Prototype development, Product evaluation, customized solution development involving integration of various products

Connectors Development

SIEM
sumo logic, RAPID7, McAfee Together is power., splunk>, ArcSight, ALIEN VAULT, RSA, LOGPOINT, LogRhythm The Security Intelligence Company, Radar, JASK

Incident Response
SKYBOX SECURITY, splunk> phantom, Resilient an IBM Company, DEMISTO, REDSEAL

Ticketing System
pagerduty, bmc, Jira, servicenow, Jira Service Desk

Cloud Applications and Monitoring
Office 365, box, Azure, okta, CLOUDFLARE, ConnectWise, amazon web services, salesforce, G Suite, Microsoft Azure, puppet, NUTANIX

Authentication
OneSpan, ca technologies, gemalto security to be free, Entersekt, RSA, Symantec, okta

Endpoint Protection
Carbon Black., CROWDSTRIKE, Bitdefender, McAfee Together is power., WEBROOT Smarter Cybersecurity, red canary, SentinelOne

GRC
R·sam, ALLGRESS, MODULO, servicenow, MetricStream PERFORM WITH INTEGRITY, RSA Archer GRC, PREVALENT, Lockpath

Threat Intelligence
THREATQUOTIENT, ThreatConnect, WEBROOT Smarter Cybersecurity, ALIEN VAULT, Symantec, FIREEYE, SWIMLANE

Identity and Access Management(IAM)
ORACLE, Shibboleth, Active Directory, LDAP.com, FORGEROCK, CYBERARK, gluu, okta, amazon web services, RSA, GlobalSign, MICRO FOCUS

Client Testimonials

“Partnered with Sacumen to deliver multiple connectors in a very short time and were impressed by their delivery and commitment.”

Senior Director Engineering at a Leading Open Source IAM Company

“Sacumen's specialization in Connectors development brought deeper know-how of the target systems and helped us build connectors meeting our requirements.”

VP Products at a Cyber Security Ratings Company

“We embarked on the journey of revamping how we build and support connectors. Sacumen helped us achieve this by building connector as a service framework at a much faster pace, predictability, and good quality.”

EVP & CTO at a Leading Data Protection Platform

Sample Client List

Symantec™

SecurityScorecard

ORACLE®

SecurityCompass

IBM

ALIEN VAULT

ThreatConnect

FORGEROCK®

FLASHPOINT

ca technologies

Entersekt

paloalto NETWORKS

CODE42

gemalto
security to be free

sumo logic

AVATIER

EXPANSE

BIOCATCH
Less Friction · Less Fraud

VARONIS

Why Us?

Specialist in Connector Development	Built 700+ Connectors	70-80% reduction in bandwidth to acquire the 3rd party product or application	Faster time to market 20-40% reduction
Partner Ecosystem	Partnership with more than 120+ Security product companies	Facilitates required product licenses and API documentation	Accelerates the development and certification process
Established Framework and Templates	Proven framework and templates for various categories of connectors	Helps to accelerate the development and standardize outcome	20-50% reduction in time to market
Connector Support and Maintenance	Offer Support and Maintenance services for Connectors	Bug fixing and recertification of connectors	CSAT increase of 10% has been observed
Connector Factory Model	Large number of connector development and support	Leads to a reduction in management overhead	30-45% cost savings by using our connector factory model
Infrastructure	Centre of Excellence (CoE) infrastructure availability	Develop PoCs, prototypes, and newer solutions when needed	Dedicated set-up of products in certain categories

For More Information:

🌐 www.sacumen.com   @ info@sacumen.com   📞 +1 408 585 9982

BANGALORE, INDIA
JB Group, #110,Mezzanine
Floor, 4th Cross,
5th Block, Koramangala,
Industrial Layout,
Bangalore -560095

NEW YORK, USA
444 Madison Avenue, 7th
Floor, New York,
NY 1002

PUNE, INDIA
4th Floor, Tower S – 4,
Magarpatta City,
Hadapsar,
Pune -411028

AHMEDABAD, INDIA
501, GNFC Info Tower, SG
Highway, Bodakdev,
Ahmedabad - 380054