

A TRUSTED CYBERSECURITY PARTNERSHIP



Industry:
Cybersecurity Consulting and
Professional Services
Partnership Duration:
Since February 2018

Orion Secure, a leading cybersecurity consulting firm specializing in compliance-driven vCISO services, has partnered with Vijilan for over six years. This collaboration has empowered Orion Secure to deliver enhanced cybersecurity solutions to financial institutions, government contractors, and municipalities—all while maintaining their core values of independence and personalized service.

THE CHALLENGE

Before Vijilan, OrionSecure faced several hurdles that limited their ability to meet clients' heightened compliance and security needs effectively.



Compliance Requirements

Many of Orion Secure's clients operate in highly regulated industries, such as financial services and defense contracting. These organizations required 24/7 monitoring and logging to comply with rigorous standards like New York State DFS (Department of Financial Services) regulations and CMMC compliance.



Limited Resources

Being a small professional services company, Orion Secure lacked the internal technology and manpower to meet the advanced threat-monitoring capabilities demanded by their clients.



Maintaining Independence

Orion Secure sought a partner that could provide non-competitive services—avoiding conflicts with the managed service providers (MSPs) already working with their clients.

THE SOLUTION

To address these challenges, Orion Secure partnered with Vijilan, whose customized solutions integrated seamlessly into their operations and met unique client requirements.



White-Labeled Threat Monitoring

Initially presented as a private-label solution, Vijilan's flexibility allowed Orion Secure to effectively position their services as value-added offerings without diluting their brand.



US-Based SOC (Security Operations Center)

Vijilan's US-based SOC became a vital differentiator, ensuring knowledgeable, responsive support for Orion Secure and their clients.



Seamless Integration

Vijilan's solutions, including passive data capture and non-intrusive threat monitoring, fit perfectly with Orion Secure's vCISO services. This ensured compliance without requiring direct access to client IT systems, which is a critical factor for maintaining client trust.



Responsive Customer Support

Vijilan's ability to listen to feedback and adapt their offerings meant Orion Secure could consistently provide high-quality services tailored to clients' evolving needs.



We're a small business focused on professional services

**Brandon Finton, President/Principal
Consultant at Orion Secure.**

RESULTS

Through its partnership with Vijilan, Orion Secure has achieved outstanding results across several key performance areas.

Meeting Compliance and Instilling Client Confidence

- ✓ Vijilan enabled Orion Secure to deliver 24/7 monitoring and logging, ensuring their clients consistently meet compliance requirements. For highly regulated industries like banks and credit unions, Vijilan streamlined the process of compiling audit-ready reports with unmatched efficiency.

For most clients, we're quietly monitoring in the background. They only notice us when auditors request a report, and we can provide it instantly

Brandon shared

Improved Efficiency and Flexibility

- ✓ Vijilan's simple-to-deploy, non-intrusive monitoring solutions enabled Orion Secure to offer advanced threat monitoring that never interferes with existing IT setups or conflicts with managed service providers. Clients frequently relied on Vijilan's SOC for insights and rapid data analysis, reducing their own workload and improving outcomes.

Clients see Vijilan as an extension of their IT team," Brandon noted. "Whether it's generating reports or investigating unusual activity, Vijilan's expertise adds significant value."

Expanded Growth Opportunities

- ✓ Vijilan's evolving capabilities allowed Orion Secure to continuously expand its service offerings, meet changing client needs, and maintain a strong focus on governance, risk, and compliance.

Vijilan's continuous growth and addition of new monitoring capabilities lets us stay flexible and meet evolving market demands

Brandon explained

The partnership is what sets Vijilan apart

Brandon explained.

WHAT MAKES VIJILAN STAND OUT?

Orion Secure emphasizes Vijilan's commitment to partnership, built on trust, adaptability, and personalized attention.



Personal Relationships

Orion Secure has developed strong relationships with Vijilan's staff, fostering collaboration and trust.



Proactive Support

Vijilan listens to feedback and adapts its offerings based on client needs, ensuring continuous alignment with Orion Secure's goals.



Focus on Small Businesses

Even as a smaller firm, Orion Secure feels prioritized and valued, receiving the same level of care as larger organizations.

With Vijilan, we're not just another client," Brandon shared. "Their flexibility and commitment make us feel valued, and that's crucial for a small business like ours."

LOOKING AHEAD

Orion Secure views Vijilan as a critical partner in their long-term cybersecurity strategy.

"Vijilan's stability and innovation give us the confidence to grow alongside them," Brandon noted. "They're more than a vendor—they're a true partner."