

case study



The Client

Dynex, a leading semiconductor and manufacturing company, operates in a fast-paced, technology-driven industry where robust network security is critical. With a small but highly committed IT team, they needed more than just another cybersecurity tool. They required a solution that could significantly strengthen their defences without adding to their team's workload.

The Challenges

When IT Manager Ben Richards first engaged with Core to Cloud, it was during a period when Dynex was actively seeking ways to enhance their network security. With limited resources, they required a solution that:

- Had minimal operational impact
- Was easy to manage for a small team
- Provided confidence in the accuracy and management of security alerts

Dynex did explore the wider market, trialling other solutions, but ultimately came back to Core to Cloud because the service, approach, and results stood out above the rest.

Although their initial adoption of Vectra AI offered enhanced visibility, there was still a gap in verifying alerts and ensuring nothing critical was missed. Dynex needed additional support to validate threats and manage responses effectively, due to the team size, available resources, and the need to maintain operational efficiency.

The Solution

Dynex's partnership with Core to Cloud began with Ben receiving a timely call from Account Manager Lauren, introducing the Vectra AI platform.

After a successful trial, Dynex adopted Vectra on a three-year term, appreciating its simplicity and minimal disruption to daily operations.

To enhance their security posture, they trialled Core to Cloud's MDR service. Over several months, the SOC team worked alongside Vectra AI to:

- Independently verify alerts
- Respond rapidly to threats
- Deliver continuous monitoring and assurance

This collaboration gave Dynex complete confidence in their detection and response capabilities. The experience was so positive that they renewed both Vectra AI and MDR for another three years: a clear testament to their trust, satisfaction, and ability to sleep easy at night knowing their most important risks are covered.





The SOC gave us the confidence to trust what was happening, knowing we weren't putting ourselves at risk by missing our alerts.



**Ben Richards, IT
Manager, Dynex**

The Outcome

From the outset, Core to Cloud demonstrated a genuine understanding of Dynex's challenges and priorities. Instead of simply supplying a product, they delivered a solution that aligned with the needs of a small IT team: easy to manage, low impact on daily operations, and completely reliable.

Their transparent and straightforward approach built trust quickly. Every recommendation was clear, relevant, and free from unnecessary complexity. Core to Cloud's MDR service seamlessly integrated into Dynex's operations, working as an extension of the in-house team. The SOC analysts provided 24/7 alert verification, rapid response to potential threats, and continuous reassurance that nothing critical would be overlooked.

By reducing the operational burden and consistently delivering on their promises, Core to Cloud became an honest, dependable partner. Even after exploring the market and trialling alternative solutions, Dynex returned to Core to Cloud — a decision reinforced by the value, trust, and confidence built over time. This trust became the foundation for a long-term

relationship, giving Dynex the confidence to commit to a further three years of partnership, securing Core to Cloud as a key part of their cybersecurity strategy.

Rather than applying MDR across all areas, Dynex focused their investment in the areas that matter most to them, backed by our fully managed, 24/7 Security Operations Centre. We ensure threats are detected, verified, and resolved quickly, with named analysts taking ownership every step of the way.

Our vendor-agnostic, cloud-native approach works seamlessly with leading technologies, supporting compliance and reducing detection and response times. It's this combination of human expertise, proven processes, and sector-specific experience that keeps our clients resilient and ready for whatever comes next.

Want to learn more? Get in touch with us today

Protecting UK businesses since 2015

www.coretocloud.co.uk

