Case Study

FROM 50+ FRAGMENTED SECURITY TOOLS TO ONE UNIFIED RISK METRIC

How ArxNimbus Established the Common Language of Cyber Risk Across 600,000+ Endpoints

EXECUTIVE SUMMARY

- **CLIENT:** Fortune 50 Healthcare & Pharmacy Services Enterprise
- **SCALE:** 600K+ endpoints | 5,300+ applications | Multi-unit organization (Pharmacy Operations, Insurance Division, Pharmacy Benefits Management, Healthcare Delivery)

ArxNimbus didn't replace existing tools—it made them more valuable by establishing the common language they lacked, creating observability beyond the SIEM.

THE CHALLENGE: DROWNING IN DATA, STARVING FOR INSIGHT

Despite millions invested in premium security tools—*Wiz, Qualys, Armis, Snyk, ServiceNow, Illumio*—this healthcare enterprise couldn't answer the board's most basic question: ***"How well protected are we?"***

The Problem:

- 50+ security tools, each speaking a different "language" of data, metrics, and risk scores
- Conflicting outputs from vulnerability scanners—Qualys rated risks one way, Wiz another, Tenable differently
- No unified view across multiple business units with distinct operational contexts
- Technical noise instead of business intelligence—security reports delivered CVE identifiers and CVSS scores, but couldn't translate findings into financial terms executives needed

THE ARXNIMBUS SOLUTION: DUAL TRANSLATION, UNIFIED OBSERVABILITY

How Thrivaca BlackBox™ Worked:

- **Machine-to-Machine Translation:** Normalized fragmented vulnerability, CVE, and asset data from all security platforms into one actuarial-grade risk model aligned with NIST and MITRE frameworks
- **Machine-to-Human Translation:** Converted technical complexity into dollarized financial metrics—delivering two defensible numbers for boards: current risk exposure and projected exposure after controls
- **Enterprise-Scale Integration:** Deployed via hardened consolidation point, integrating with client data lake and analytics platform for unified intelligence
- **8-Week Phase 1 Implementation:** Rapid deployment with minimal client resource commitment—"Delta Force speed and nimbleness"

The Differentiation:
Built with US Strategic Command, MITRE Corporation, and University of Chicago—NIST-approved, actuarial-grade rigor that eliminates subjective bias.

MEASURABLE OUTCOMES: FROM FRAGMENTATION TO FINANCIAL CLARITY

For Security Leadership:

- One unified risk exposure metric across all tools, eliminating conflicting priorities
- Clear vulnerability prioritization by financial impact, not just technical severity
- Unified observability that SIEMs couldn't provide
- For Executives & Board:
- Two simple, defensible numbers: Current financial risk exposure + projected exposure after controls

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IMPACT & OUTCOMES

ArxNimbus
arxnimbus.com/thrivaca-blackbox
info@arxnimbus.com
888-422-6584

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FROM FRAGMENTATION TO FINANCIAL CLARITY:
How This Fortune 50 Enterprise Found Unified Observability

MEASURABLE OUTCOMES:
FROM FRAGMENTATION TO FINANCIAL CLARITY

For Executives & Board (continued):

- ROI justification for every security dollar by business unit and application
- Strategic decision support for major initiatives (M&A, AI automation, digital transformation)

KEY METRICS	
600,000+	600,000+ endpoints unified under one consistent risk framework
5,300+	5,300+ applications normalized across disparate tool outputs
5-Level Risk Scale	5-level standardized risk scale (Low → Medium → High → Critical → Super-Critical) replacing conflicting vendor scores
Multi-Unit Consistency	Multi-unit consistency across Insurance, Pharmacy Benefits, and Healthcare Delivery with business-specific context
8-Week Deployment	8-week deployment from kickoff to operational financial risk quantification

CLIENT IMPACT

"ArxNimbus gave us what our premium tools couldn't: a common language. For the first time, we can answer the board with two clear, defensible numbers. We're no longer drowning. in conflicting technical data. We have unified financial intelligence that drives real decisions."

— CISO, Fortune 50 Healthcare Enterprise

THE ARXNIMBUS DIFFERENCE

ArxNimbus establishes the common language of cyber risk that fragmented security stacks cannot create. We transform technical exposure into financial clarity—showing exactly how much risk you carry, what it costs, and how to reduce it with ROI you can defend.

Co-developed with: US Strategic Command | MITRE Corporation | University of Chicago
Trusted by: Government agencies, cyber insurers, Fortune 500 enterprises