

Beyond Blue Teams: Wazuh and Guayoyo's Virtual SOC Triumph



Cybersecurity approach

Guayoyo has been using Wazuh since its first version. Their original objective was to monitor a compromised server from one of their first customers, understanding the attack and protecting the server from future potential attacks.

Wazuh started to evolve, and so did Guayoyo. They showcased the new value that Wazuh was bringing with each new version to their customers, and soon enough, the number of servers to be monitored increased. Additionally, they wanted to become experts and decided to train themselves with the Wazuh training courses, bringing more value and knowledge to their customers.

The biggest challenge they had was to persuade their potential customers to use their services when they were already using other recognized brands. Thanks to Wazuh's growth, the marketing efforts towards their blog and social media, as well as public recognitions such as the Best SIEM of 2023 provided by SC Awards, this challenge is being surpassed and new opportunities are rising.

With the knowledge from the courses and experiencing how Wazuh was growing for the better, they decided to create their own Blue team to offer Virtual SOC services. To enhance their value proposition, they decided to become Wazuh Partners, allowing them to offer more competitive rates and increase their visibility for new leads.



Josmell Chavarri
Co-founder and Director
Guayoyo

"Wazuh is our War Horse when we offer our services to potential customers. Their success is our success."

Key benefits

- ✓ Scalability and integrations
- ✓ Competitive Price
- ✓ Wazuh's Support
- ✓ Wazuh agents versatility

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Why Wazuh

Guayoyo promotes and recommends Wazuh to all its customers and leads for 3 main reasons:

- 1. Scalability and integrations:** The possibility of integrating with different software from different sources allows Wazuh to be versatile and efficient while gathering and consolidating information from a vast variety of devices, software and machines without much hassle.



Achievements

- 2. Competitive Price:** Being an OpenSource solution allows Wazuh to be more cost-efficient compared to its competitors since there is no license to be purchased. This allows Guayoyo to reach many companies that otherwise would not have the resources to acquire a cybersecurity solution.
- 3. Wazuh's Support:** Knowledge is power, and Guayoyo knows it. Because of this, they have taken training courses to have the tools necessary to take advantage of Wazuh at 100%. Nonetheless, they don't have to worry in case something is not within their scope of knowledge because they know Wazuh's Support team will always be there to help them fill those gaps to continue being the best solution for their customers.

- 1 Started a new business model: Virtual SOC services.
- 2 They are invited to events with regularity to explain how they use Wazuh for SOC purposes. This has helped them increase their visibility and lead generation.

About Guayoyo

In a universe of threats, Guayoyo is the ship that will guide you to a safe place.

They are a dedicated and enthusiastic team, focused on cybersecurity, vulnerabilities and cyberattacks detection, understanding deep threats, the automation of security controls and above all, a team that bets on synergy to promote growth with their clients, business partners and collaborators, through the development of relationships based on empathy, mutual trust, respect, collaboration and humility.

About Wazuh

Wazuh is a powerful, free and open-source security platform designed to enhance cybersecurity across endpoints. It serves as a comprehensive solution, integrating Extended Detection and Response (XDR) capabilities with Security Information and Event Management (SIEM) functionalities to safeguard endpoints and cloud workloads effectively.

Its open-source nature allows organizations to customize and extend its capabilities to meet their specific security needs, ensuring adaptable defense strategies against evolving threats. With over 20 million downloads per year, it has one of the largest open-source security communities in the world.