



CUSTOMER SUCCESS STORY

# 24/7 Threat Protection with 60% Cost Reduction

How a Growing SaaS Company Transformed Cloud Security  
with Agentic AI-Powered MDR

**<15**

**min**

MEAN TIME TO  
DETECT

**12%**

FALSE POSITIVE  
RATE

**60%**

COST REDUCTION

# Executive Summary

A fast-growing B2B SaaS company with 500+ enterprise customers faced a critical security challenge: how to achieve enterprise-grade threat detection and response without enterprise-level costs. Traditional MDR solutions quoted \$30,000/month and required 6-month contracts with lengthy implementation timelines.

By implementing Network Intelligence's Agentic AI-powered MDR solution, the company achieved 24/7 threat protection at \$12,000/month—a 60% cost reduction—while dramatically improving security outcomes. The platform detected threats in under 15 minutes (compared to 4-7 days previously) and reduced false positives to just 12% (down from typical 60-80% rates with traditional solutions).

Most critically, when a sophisticated credential-based attack occurred three months after deployment, Network Intelligence's AI agents analyzed 2.3 million log entries and contained the breach within 2 days— a process that would have taken traditional analysts 7-8 days and potentially resulted in significant data exposure.

## Key Takeaways



### 60% Cost Reduction

Enterprise-grade MDR at mid-market pricing through AI automation



### 28x Faster Detection

MTTD reduced from 4-7 days to under 15 minutes



### 85% Noise Reduction

False positive rate dropped from 60-80% to just 12%



### 7-Day Implementation

From signup to full protection in under one week

# Company Profile

INDUSTRY

**B2B SaaS**  
**(Project Management)**

ANNUAL REVENUE

**\$25M**

CUSTOMER BASE

**500+ Enterprise**  
**Customers**

# The Challenge

As a growing SaaS platform serving enterprise customers, the company faced mounting security pressures:

- **No Active Threat Detection:** Basic AWS security tools generated alerts, but no one was monitoring or investigating them
- **Customer Audit Requirements:** Enterprise customers demanded SOC 2 compliance and evidence of 24/7 security monitoring
- **Alert Fatigue:** AWS GuardDuty generated thousands of alerts, with 60-80% being false positives
- **Limited Security Expertise:** Small security team lacked cloud-native threat hunting skills
- **Budget Constraints:** Traditional MDR vendors quoted \$30,000+/month with minimum 6-month contracts

# Traditional MDR vs. Network Intelligence

Capability	Traditional MDR	Network Intelligence Agentic MDR
False Positive Rate	60-80%	<15% (AI pre-filters noise)
Investigation Speed	4-8 hours per incident	30 minutes (AI-assisted)
Cloud-Native Expertise	Varies widely	Purpose-built for AWS/Azure/GCP
Implementation Time	4-12 weeks	Under 7 days
Monthly Cost	\$30,000+	\$12,000

## The Solution

### Rapid Onboarding & Implementation

Network Intelligence's self-service onboarding eliminated the complexity of traditional MDR implementations. No agents to install, no complex SIEM configurations, no lengthy professional services engagement.



#### Day 1

Completed onboarding form and granted read-only AWS API access



#### Day 2

AI agents began baseline analysis of environment and normal behavior patterns



#### Days 3-5

Tuning period to reduce false positives based on normal business operations



#### Day 7

Full 24/7 monitoring active with established escalation procedures

# Integrated Data Sources



## AWS CloudTrail

API activity monitoring



## GuardDuty & Security Hub

AWS native security findings



## VPC Flow Logs

Network traffic analysis



## EKS Audit Logs

Kubernetes activity



## S3 Access Logs

*Data access monitoring*



## API Integration

Zero infrastructure changes

# The Results

Before: 4-7 days

# <15 Min

Mean Time to Detect (MTTD)

Before: \$0 (no coverage)

# \$12K

Monthly Security Spend

Before: N/A

# 12%

False Positive Rate

Before: Partial

# 100%

Customer Audit Compliance

# Incident Spotlight: The 2-Day Breach Resolution

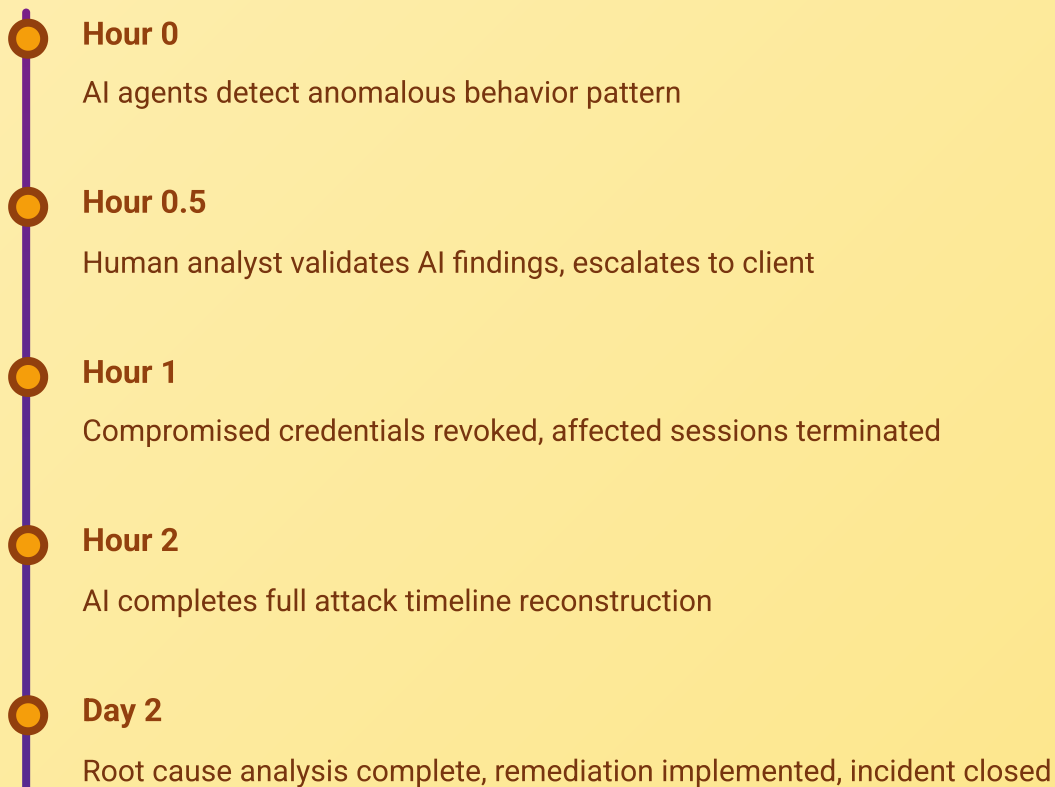
## The Attack

Three months after deployment, an attacker compromised an engineer's credentials through targeted phishing and began exfiltrating data from the production database. The attack was sophisticated: operating during business hours to blend with normal traffic and using legitimate AWS APIs to avoid basic security rules.

## The AI Advantage

Network Intelligence's AI agents identified the threat through behavioral analysis, correlating subtle anomalies across multiple data sources within a 15-minute window. The investigation required analyzing over 2.3 million log entries—a process that would have taken human analysts 7-8 days. The AI completed initial analysis in under 2 hours.

## The Outcome



Without Network Intelligence, this incident would have gone undetected for weeks, resulting in significant data exposure and potential regulatory consequences.

# Client Perspective

*"The breach response was eye-opening. Our previous incident took three weeks to investigate. Network Intelligence did it in two days. That's not just about speed—it's about limiting damage and getting back to business. The AI-powered approach means we finally have enterprise-grade security at a price point that makes sense for our stage."*

— Chief Technology Officer, B2B SaaS Company

## Why Network Intelligence for Mid-Market MDR

### Purpose-Built for Cloud

*Native integration with AWS, Azure, and GCP. No agents, no infrastructure changes, no complexity.*

### Agentic AI Efficiency

*AI handles log analysis and correlation, enabling 24/7 coverage without 24/7 analyst costs.*

### Human Expertise When It Matters

*Expert analysts validate AI findings and guide incident response—the best of both worlds.*

### Rapid Time to Value

*From sign up to full protection in under a week. No lengthy implementations or professional services fees.*

### Transparent Pricing

*Predictable monthly cost that scales with your environment, not your incident volume.*

### Compliance Ready

*Meet SOC 2, ISO 27001, and customer audit requirements with documented 24/7 monitoring.*

# Transform Your Cloud Security

Discover how Network Intelligence's Agentic AI-powered MDR can protect your organization with enterprise-grade security at market pricing.

[Schedule a Demo](#)

[✉ contact@networkintelligence.ai](mailto:contact@networkintelligence.ai) | [🌐 networkintelligence.ai](https://networkintelligence.ai) |