

# AirSlate chooses UnderDefense as its Primary Security Partner

AirSlate is a unicorn startup that offers market-leading solutions for no-code document workflow automation. The company combines artificial intelligence (AI), robotic process automation (RPA), and other technologies to help enterprises globally improve productivity and optimize resources.

**23**

business days to deploy a complex EDR platform to 1200 endpoints without disrupting critical business operations and flows

**35**

hours weekly saved for IT team in managing Security alerts

## Client Introduction

**Headquarters:** Massachusetts, USA  
**Industry:** Technology  
**Company Size:** 1000-5,000 employees  
**Covered Endpoints:** 1200

**Project Duration:** May 2022 – Ongoing  
**Technologies and Tools:** CrowdStrike EDR  
**Automated Rules Enabled:** 33

## Challenges

- ? Lack of security talents and expertise for 24/7 monitoring and detection
- ? Need for better visibility within the large and hybrid infrastructure
- ? Selection, integration, and fine-tuning of the best EDR platform
- ? Strict regulatory compliance requirements that complicate the engagement of external providers
- ? High cost of hiring in-house security staff for 24/7 monitoring and response

## Results

- ✓ 24/7 coverage delivered by experienced SOC analysts and professional services engineers
- ✓ Comprehensive protection of the hybrid environment and better response to all malicious security threats
- ✓ Enhanced security posture as the business grows and attack surface scales
- ✓ Robust monitoring and reporting that support multiple compliances of the company
- ✓ Ability to innovate and scale in the cloud while staying secure
- ✓ Win-win collaboration that encourages open and effective communication

# The Challenge

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AirSlate's rapid growth, fueled by strong products and leadership, led to multiple funding rounds and major investments. Acquiring a PDF editing and e-signature solution expanded its workflow automation portfolio, while the launch of in-house products pushed the company past 100 million users globally.

With a 100% cloud-based infrastructure, security became a top priority. The team needed comprehensive vulnerability management and stronger security awareness while keeping pace with an evolving business ecosystem. Their in-house security team was stretched thin, facing growing cyber threats and the need to protect macOS and Linux infrastructures.

To enhance security, AirSlate sought an experienced partner to select and implement the right EDR solution, provide 24/7 monitoring, and free up internal experts for strategic initiatives.

## The Solution

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AirSlate's security team had a strong strategy for selecting top-tier endpoint protection solutions but needed 24/7 security coverage beyond their in-house capabilities. They partnered with UnderDefense for a SentinelOne and CrowdStrike pilot test, evaluating the best fit for macOS, Linux, and Kubernetes environments.

### Filling Security Gaps

We began with expert consultations and assessments, addressing key challenges:

- 1 Hybrid Infrastructure & Resource Use – The client required cloud-native solutions that wouldn't drain computing power.
- 2 Data Access & Compliance – Handling SOC 2, CCPA, HIPAA, GDPR, and PCI DSS compliance, UnderDefense ensured zero PII processing, using only metadata and telemetry for security monitoring.

### 24/7 Protection & EDR Deployment

After a successful pilot, we led full-scale deployment across all environments. The client also delegated 24/7 endpoint security monitoring and incident response to UnderDefense, allowing us to detect and proactively neutralize threats like ransomware before they escalated.

### CrowdStrike Integration & Customization

Given the scale and complexity of AirSlate's infrastructure, CrowdStrike required deep customization. UnderDefense directly coordinated with CrowdStrike's support team, handling all vendor communication, case submissions, and ticketing to optimize the platform.

Through continuous collaboration with the client's security team, we fine-tuned configurations, prevented misconfigurations, and provided detailed cybersecurity improvement recommendations—ensuring seamless integration with zero business disruption.

## Outcomes

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So far, the collaboration between AirSlate and UnderDefense has been rewarding. And most importantly, some of the outcomes have even exceeded the expectations. Besides the enterprise-wide improvements in the client's security posture, we could also build effective communication between teams, free up internal resources and let AirSlate IT professionals focus on more critical tasks.

## Other significant achievements include:

### Seamless EDR Deployment in 23 Days

CrowdStrike is an effective but complex solution that should be properly integrated, optimized, and often customized to align with business needs. That's what UnderDefense did for the client and ensured the maximum value for the money.

The core deployment to 1200 endpoints took only 23 business days and went smoothly without disrupting critical business operations and flows. During this time, we implemented the platform and ran full-scale cybersecurity based on EDR. It included deployment, fine-tuning, stress testing, and completing tabletop exercises to ensure the client's and UnderDefense's teams worked fine together. As a result, all the valuable assets are effectively protected around the clock.

### Non-stop protection of the hybrid environment

Continuous monitoring and incident response were high on the client's agenda for a long time. However, that's where UnderDefense could bring even more to the table. Our experienced SOC engineers have introduced a proactive and effective approach to business protection. They work in perfect coordination with the in-house DevOps, IT, and Security teams. But most importantly, our MDR solution gave the client the necessary confidence to focus on more high-level, strategic tasks.

### More effective resource allocation that saves over \$2M yearly

Partnering with UnderDefense, the client was able to address its blind spots in system protection, lessen the burden on the in-house teams, and focus them on more critical initiatives. But most importantly, AirSlate could save nearly \$2,099,840 per year by eliminating the need to recruit, educate, and retain cybersecurity talents in-house.

Today we are proud of the results we've achieved with the client's team and look forward to working on more goals and plans together. Our collaboration continues, and we're glad to be a part of this inspiring cyber story.



*"The most impressive thing was the tremendous work done by UnderDefense. We have confidence that our endpoints are now monitored by a top-notch cybersecurity MDR provider, their 24x7 team is very proactive with our IT, DevOps, and Security team and we are sure that none of our servers is at risk of infection and lateral movement when UnderDefense is in place."*

**Oleksii Misnik**

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