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Hung Lee
Information Security Analyst
XO Group, Inc.

About The Knot

The Knot Inc. is the premier media company devoted to weddings, pregnancy and everything in between, providing young women with the trusted information, products and advice they need to guide them through transformative events of their lives. Its family of premium brands began with The Knot, and has grown to include WeddingChannel.com, The Nest and The Bump. The company is publicly traded and is headquartered in New York City.

Ensuring a Long-Lasting Relationship: XO Group, Inc. Chooses Rapid7 for Security Protection

Finding the Perfect Match

For any company processing credit card information, PCI compliance standards play a critical role in overall business strategy and maintaining customer trust. Hung Lee, information security analyst at XO Group, Inc. explains, “Under no circumstances do we ever want to jeopardize our bride’s personal and confidential information. It is crucial to our business that we are able to provide customers with the greatest level of security when they are on our website, regardless if they are finding the perfect wedding dress or researching local venues.”

To meet this challenge and to stay compliant with PCI regulations, XO Group, Inc. had been using an Approved Scanning Vendor (ASV) vulnerability management solution for several years. While the solution helped maintain a basic level of compliancy, it only provided superficial scan results that weren’t meeting the level of detail the Company needed to facilitate efficient, high-quality remediation efforts. XO Group, Inc. was also in need of a solution that could eventually integrate with a penetration testing solution for further testing of the Company’s security posture.

Seeing that things weren’t going to improve with its current solution, XO Group, Inc. decided to perform a competitive analysis among several additional ASVs, specifically looking for a solution that had scalability, an easy-to-use interface, comprehensive reporting and would go beyond just ‘checking the box’ with PCI compliance. After careful consideration, XO Group, Inc. selected Rapid7’s flagship solution, Nexpose®, for quarterly external vulnerability scans, recognizing that Nexpose’s vulnerability assessment scanning and monitoring capabilities included detailed risk-based reporting that would help uncover vulnerabilities for faster remediation.

“We needed a proactive solution that would enable us to more efficiently safeguard our customers’ information. Out of all the ASVs we considered, Rapid7 undoubtedly stood above the rest offering a solution that really had the whole security package,” said Lee.

Making the Leap Together

After integrating Nexpose into its IT system, XO Group, Inc. immediately saw a significant difference when performing external vulnerability assessments.



About Rapid7

Rapid7 is the leading provider of unified vulnerability management and penetration testing solutions, delivering actionable intelligence about an organization's entire IT environment. Rapid7 offers the only integrated threat management solution that enables organizations to implement and maintain best practices and optimize their network security, Web application security and database security strategies.

Recognized as the fastest growing vulnerability management company in the U.S. by *Inc. Magazine*, Rapid7 helps leading organizations such as Liz Claiborne, the United States Postal Service, Carnegie Mellon University and Red Bull to mitigate risk and maintain compliance for regulations such as PCI, HIPAA, FISMA, SOX and NERC. Rapid7 also manages the Metasploit Project, the leading open-source penetration testing platform with the world's largest database of public, tested exploits.

For more information, visit www.rapid7.com.

With automated scans across all system platforms including networks, databases and Web applications, the solution identified all vulnerabilities using real exploit intelligence from its Exploit Exposure feature. With its ability to perform more accurate risk classification and faster prioritization, Nexpose helped XO Group, Inc. to revamp and streamline its security management procedures.

After working with the solution for several months, XO Group, Inc. also noticed enhancements to its visibility into its overall security posture, which was detailed in reports that can be shared among all levels of the organization, from IT manager to executive. This intuitive and detailed reporting feature provided Lee with clear results of all network and application security risks to take decisive action on. Lee was then able to quickly allocate responsibilities amongst security personnel and system engineers, significantly expediting the time to remediation.

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In addition, the professional guidance from the Rapid7 support team was a crucial part of XO Group, Inc.'s integration. Rapid7 was able to assist XO Group, Inc. in not only understanding the vulnerability reports but in creating a customized template unique to the needs of the Company. "Right from the start, Rapid7's support team provided deep technical knowledge and was responsive to all our questions, making it that much easier to get acclimated with Nexpose. With their help, I was amazed to find that I could be proficient in using the console within the first week," said Lee.

Planning a Lasting Future

Impressed with Nexpose, XO Group, Inc. is also looking forward to expanding on its success with Rapid7 by enhancing Rapid7's vulnerability management with Metasploit Pro™, the software built on the acclaimed open source Metasploit Framework, for internal and external penetration testing. Incorporating this latest innovative solution into XO Group, Inc.'s software development lifecycle at the start of 2011 will add yet another security layer.

"Rapid7 has already provided our company with more meaningful, proactive vulnerability management process to improve our security posture, so adding further support with Metasploit Pro was a clear next step," said Lee. "Taking these necessary precautions is not only important internally for XO Group, Inc., but also meets our highest goal of always providing top-quality security for our loyal customers. With the new confidence Rapid7 has provided us, we look forward to continuing our growth with them in the future."

