

# Cyber security partnership for the Asia Pacific

*Founded in 2009, Armor has built a flexible and proprietary cloud security platform that integrates threat intelligence, automated security orchestration and machine learning while delivering the industry's shortest average dwell time of less than one day to its 1,200 customers in over 40 countries. It is one of only twelve vendors to achieve AWS Security Competency status. Following a major investment by STT, in April 2017, the company's ambition now is to significantly strengthen its presence in Asia, as their CEO, Chris Drake explains.*

Prior to founding Armor, in 2009, Drake was the founder of and partner in an interactive marketing and web development company, TargetScope, which oversaw hundreds of websites containing critical data, applications and ecommerce. He was also previously a paratrooper in the storied 82nd

Airborne Division of the US Army. He learnt how damaging data breaches can be the hard way, when a website he had designed for America's leading poultry brand was hacked. "I joined the military because I love protecting people. I used to protect people in the military, now I protect them from behind a keyboard," he says.

Drake successfully built Armor into a leading provider of managed security tools, but the 89 million USD investment by ST Telemedia (STT) now allows him to take the company to the next level. STT is an active investor in the Communications, Media and Technology (CMT) space, and boasts a wealth of assets in the Asia Pacific. As this is a region where Armor did not yet have a significant presence, Drake has welcomed the investment. "The Asia Pacific is a fast growing market for both cloud cyber security, but notoriously difficult to break into for an American company. So STT's relationships in the region will be a great help," he points out.

STT has partnered Armor with its subsidiary STT Connect, a Singapore-based private cloud provider. Together they will offer end-to-end secure cloud solutions in the Asia Pacific. The collaboration marries STT Connect's highly secure, enterprise-grade private cloud infrastructure with Armor's world-class managed security tools to

support enterprises' need for agility while protecting their business, customers, and IT investment. The two companies will deliver a fully integrated and managed security service with end-to-end protection and 24/7/365 security operations centre (SOC) for cloud workloads and hybrid IT environments.

The combination of tech and human intelligence is crucial in cyber security, in Drake's view. "In a rush to commoditise self-service security tools, the industry has forgotten that experienced talent and intelligent processes, not technology alone, makes you secure. Threat actors know this and thus have exploited this widening talent gap for record-breaking profits. Armor provides the security technology stack, processes and talent that delivers this unique service to protect clients. By partnering with STT Connect, we have an exciting opportunity to jointly spread the message of Armor's effective security globally. We see this as a vote of confidence from our mutual investor ST Telemedia and look forward to expanding our global distribution channel."



Armor

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