



Overview of Case Study

How Sunbelt Rentals leverages Airlock Digital for application control across tens of thousands of endpoints in the United States and Canada.

About Sunbelt Rentals

Headquartered in Fort Mill, South Carolina, Sunbelt Rentals is the premier equipment rental provider and services all of North America. The organization has a 23,000-strong workforce and manages more than \$15 billion worth of assets, ranging from backhoes to digital cameras.



Challenge

Control the execution of files and applications across a large, diverse endpoint fleet to reduce security risk in a simplified manner.



Approach

Sunbelt Rentals elected to move to a cloud-based, practitioner-developed solution to help deliver in-depth endpoint protection.



Result

With Airlock Digital's application control and allowlisting solution, Sunbelt Rentals has implemented powerful, resilient endpoint security to minimize the risk presented by ransomware, malware and unauthorized software.

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Ken Collins

Senior Director Information Security,
Sunbelt Rentals

The Airlock Digital Application Control and Allowlisting Solution

With the Airlock Digital application control and allowlisting solution, Sunbelt Rentals is:

- protecting tens of thousands of endpoints across a wide geographic area
- running endpoint security that has repeatedly passed thorough testing, minimizing risk
- reducing endpoint detection and response solution 'noise' to enable the security team to focus on relevant alerts
- benefiting from limited FTE time required to administer and monitor application control
- enabling security operations to focus primarily on cloud, data protection and human behavior instead of endpoint security

About Airlock Digital

Airlock Digital is the global leader in application control and allowlisting, trusted by organizations worldwide to protect against ransomware, malware and other cyber threats.



The Customer

Operating with more than 16,000 workstations and thousands of servers across a widely distributed geographic area, Sunbelt Rentals relies on well-managed, maintained and protected technology to deliver to its customers and earn their trust on a continuous basis.

The Challenge

Sunbelt Rentals initially opted for a traditional application control solution provided by a multinational vendor, but struggled with its limited functionality.

As the business grew quickly, security threats increased in scale and sophistication, forcing Ken Collins, Senior Director Information Security, Sunbelt Rentals to explore more powerful capabilities and tools. He also focused on rapidly maturing the organization's security.

The Approach

Sunbelt Rentals undertook a capability review with a focus on cloud-based application control solutions that could minimize infrastructure management and administration while meeting the company's functional requirements. "We identified the Airlock Digital application control and allowlisting solution in the CrowdStrike Marketplace and I referred the product to our engineering team to evaluate," said Collins.

The team saw the solution had been developed by practitioners who understood how to make application control viable through ease of implementation and use, a lightweight agent and skilled technical support. Sunbelt Rentals then commenced a pilot and, within a day, was evaluating an endpoint in enforcement mode. "We could tell immediately the Airlock Digital solution just worked, provided good visibility and was reliable, so we decided to invest," said Collins. "We quickly added budget to procure the solution and after design and testing, rolled it out across the enterprise. Within months we were fully deployed in enforcement mode."

The Result

With the Airlock Digital solution complementing a CrowdStrike endpoint detection and response platform, Zscaler security and data protection services, and other technologies, Sunbelt Rentals extensively tested the

effectiveness of its security stack. The business engaged Mandiant to perform a series of tests, starting with a purple team exercise which, according to Collins, left the Mandiant team incredibly frustrated by its inability to load any negative payloads into the Sunbelt Rentals environment via its endpoints. "We received an A+ from that team for our endpoint security," said Collins. "We followed this up with a red team exercise and they experienced similar frustrations, achieving no lateral movement within the environment."

The Airlock Digital solution has been so effective that the company's security analysts typically review its dashboards only when notified to, or during the occasional onboarding of an updated or new application. "Barely one eighth of an FTEs time is required for administration now that the solution is fully implemented," said Collins.

This light engagement combined with the solution's effectiveness means his team can focus on cloud, data protection and human behavior rather than on endpoint security.

Because the Airlock Digital solution has stopped all untrusted files and applications from running in its environment, Sunbelt Rentals has experienced a considerable drop in 'noise' generated by alerts and notifications from CrowdStrike. "Our ticket count plummeted when that occurred, which freed up our team to focus on more important tasks," said Collins.

The solution's flexibility has also enabled Sunbelt Rentals to effectively manage exceptions to its allowlist of trusted applications. The business's help desk is easily able to use one-time passwords on an as-needed basis for the secure, temporary use of diagnostic software used for equipment, non-Windows or custom software patching, developer requirements, computer-aided design software and more.

"Our enthusiasm for and appreciation of Airlock Digital continues to be very high, and we follow its innovation strategy closely," Collins concluded. "We regard our relationship with Airlock Digital as a partnership and this is reflected in the professionalism and technical capability of its support team when we engage with them."

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