

CUSTOMER SUCCESS STORY

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# Genuine Parts Company





## Company Overview

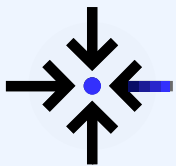
Genuine Parts Company, founded in 1928, is a global service organization engaged in the distribution of automotive and industrial replacement parts. The Company serves hundreds of thousands of customers from a network of more than 10,000 locations in 14 countries and has approximately 50,000 employees, with close to 200,000 endpoints, including servers and workstations.



## Cybersecurity Team and Environment

Genuine Parts has close to 200,000 endpoints under management, including servers and workstations. The company also leverages a variety of cloud environments from hybrid to Azure, as well as approximately 20 data centers across the globe. There is an enterprise security program team based in Atlanta, GA with teams in Asia Pacific, Europe and North America.

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## Cybersecurity Challenges

According to Damian Apone, Global Security Program Director at Genuine Parts, one of the challenges that they faced was around consolidating the enterprise security team globally as they were shifting from a holding company mindset to an operating company mindset. “Each of our subsidiaries are accustomed to making decisions autonomously and the biggest transition has been to get them to come under centralized and standardized leadership,” he says.



## Working with GuidePoint Security to Enhance Genuine Parts Company's Security Program

GuidePoint Security was brought in to work with Apone and his team to help formulate a strategy and approach, which included understanding the company's requirements and how things were working with their existing provider, as well as providing a roadmap to implementation to help gain better visibility across their environment. "GuidePoint separates themselves from the rest because they're a true partner to Genuine Parts. They've come in, partnered with us and worked to understand our environment at great lengths," says Apone.

"They help us identify our problems, and they bring solutions to the problems that are in the best interest for GPC. So they differ substantially because most vendors only care about selling something. GuidePoint is taking that long term personal relationship and partnership approach which we value greatly at Genuine Parts."



### DAMIAN APONE

Global Security Program Director  
Genuine Parts Company

"I think that as companies look forward into the future that it's important to find a partner. Look at all the services that they can provide because I think there are efficiencies that we're starting to realize. We can go to a single provider and get better orchestration between the tools and the services that we're consuming and that is true success and true partnership."

## Examples of GuidePoint Services Genuine Parts has Relied Upon

### MANAGED 24X7 SOC

Genuine Parts did not have a large enough team to provide "follow-the-sun" coverage of their SOC. GuidePoint worked with GPC to set up a managed service that provides expertise and eyes on glass at all times. Transfer from the previous service provider to the new, managed SOC, occurred within less than 30 days, allowing for immediate time-to-value around log ingestion and threat detection.

### MANAGED VULNERABILITY MANAGEMENT

GuidePoint Security worked with Genuine Parts to implement a continuous Vulnerability Management service that provides a baseline to collaborate and discover the relevant critical assets, threats and vulnerabilities.

### EVALUATE, IMPLEMENT AND OPTIMIZE BEST-FIT SECURITY TECHNOLOGIES

GPC relied on GuidePoint to enhance its security and add more layers. GuidePoint helped GPC by evaluating, recommending and optimizing the best-fit endpoint security, SIEM and other solutions for GPC's environment.



## GuidePoint Helps Genuine Parts Company Improve the Security Skill Set on the Team

As part of the overall security program, GuidePoint Security helped GPC extend its team and skill set based on areas of need. “So as a small security organization, we don’t have the full bandwidth of skill sets. GuidePoint has the background and the experience whereas some of our team members didn’t, so it was a tremendous help to us. We wanted to focus on finding partners - not vendors - partners, that offered multiple services for us. It’s always just a phone call away or an email away to get access to the people that we need, so we’re very fortunate that way.”

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“The value of the partnership continues to be illustrated time and time again. We’ve engaged with GuidePoint, which has brought at their own expense resources to bear when we said we have areas of our program that we want to investigate. GuidePoint took it on themselves to bring in their company experts to walk us through, put together a proposal, and partner with us to improve our cyber maturity to improve our compliance. And so by listening and understanding and having the resources on staff with the expertise to bear, working in partnership to provide solutions that will benefit and help mature GPC’s security long term.”

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### About Us

GuidePoint Security provides trusted cybersecurity expertise, solutions and services to help organizations make better decisions that minimize risk. GuidePoint’s unmatched expertise has enabled a third of Fortune 500 companies and more than half of the U.S. government cabinet level agencies to improve their security posture and reduce risk.