OEM Solutions

Helping societies digitize critical services in safety

DELLTechnologies

"With Dell Technologies, we've developed our Cyber Incident Management platform to fast-track remediation following a cyberattack to reduce damage at a time when globally there is a rapid growth in digitization and exponential growth in attacks."

Mohit Rampal
CEO and Founder
Ramognee Technologies

Situation Analysis

Ramognee Technologies helps private and public sector organizations bridge gaps in their network security at a time when cybercrime is increasing worldwide. Based in India, the company is developing applications, data, infrastructure security solutions, application security, and intelligence technology.

Ramognee Technologies is currently focused on the local and global market and supporting enterprises and government agencies to rapidly expand their online presence as a part of the nationwide Digital India program. Additionally, with a tightening labor market, these agencies are struggling to establish their Computer Security Incident Response (CSIR) teams to coordinate effective remediation efforts in response to ever-rising cyberattacks.

Ensuring best-in-class cybersecurity

As part of its cyber protection offering, Ramognee Technologies has developed an ingenious Cyber Incident Management (CIM) platform, which will help organizations promptly identify and classify cyberattacks, delegate responsibilities to their security personnel and establish reporting protocols in line with the latest cybersecurity strategies.

Delivering protection at a critical moment

Driven by a three-fold increase in cyberattacks within just three years, the market opportunities for Cyber Incident Management in India have been substantial. In response to the pressing need for effective cybersecurity support to meet the growing challenges, Ramognee Technologies was steadfast in its commitment to successfully launch the CIM platform to the market with minimal delays.

The company looked for an original equipment manufacturer (OEM) that could provide a high-performance solution, combining servers, storage and endpoints to run the CIM platform. In addition, Ramognee Technologies sought to work with a partner that not only could support growth in the local market by offering reliable and well-supported IT services to customers but also could provide global services to drive CIM sales worldwide.

Design Partnership

Partnering with Dell Technologies OEM Solutions

Ramognee Technologies assessed multiple OEM offerings before selecting Dell Technologies OEM Solutions for CIM. "We had a lot of confidence in Dell Technologies servers, storage and endpoints, and were impressed by the level of OEM support worldwide," explains Mohit Rampal, CEO and founder of Ramognee Technologies.

Ramognee Technologies' IT staff and OEM Solutions specialists worked together on designing and validating the platform. "The OEM Solutions team took care to find the best solution for our CIM platform. It accelerated the development process and saves us a few months," says Rampal.

Developing a platform with global potential

As a result of the collaboration, Ramognee Technologies successfully launched its CIM platform and aims to expand it worldwide. The platform, comprising Dell PowerEdge servers, Dell PowerStore storage and Dell Precision workstations, is backed by services offering the following:

- Transparent infrastructure lifecycle management to keep Ramognee Technologies up to date on delivery timelines and upcoming changes.
- Next business day support for customers at a local, regional and global scale.

Outcome

Supporting digital development

As governments press ahead with digital transformation to empower citizens, a key part of the program is seamlessly integrating services across departments while making online services more accessible. By deploying the CIM platform from Ramognee, agencies can protect their online services from cybercriminals and help citizens who live further away save traveling time and expenses.

Closing cyber incidents in hours

In one instance, Ramognee's client vastly improved their time frame for managing cyberattacks using the Ramognee CIM. Says Rampal, "The customer needed three days to close a cybersecurity

incident, including all reporting. With the CIM platform operating on the Dell infrastructure, the incidents were resolved in under four hours."

Overcoming security skills shortages

Furthermore, automation in CIM is helping customers prevail in the struggle to build out their CSIR teams in times when a nationwide deficit of cybersecurity professionals is a well-documented concern. "Thanks to CIM's automation, customers can ensure world-class incident management with a response team at just 30% of normal capacity, easing recruitment pressures at critical times," says Rampal.

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