



From Metrics to Meaningful Action

How a major insurer evolved its cybersecurity program with Consortium's guidance

The Situation

A large insurance provider with a lean security team faced a familiar challenge: how to manage risk effectively, justify security investments, and keep pace with industry standards – all while operating under tight budget constraints. Each year brought difficult decisions about what tools to keep, where to cut, and how to balance cost with protection.

The organization had initially turned to Consortium and its Metrics That Matter® (MTM®) platform as a low-cost way to frame budget requests and demonstrate value. But what began as a basic reporting tool soon became the foundation for a much deeper transformation.

The Challenge

The company's cybersecurity program lacked a formalized, ongoing way to measure and manage risk. MTM was used primarily as an annual budgeting aid, helping the CISO build business cases for tool investments. But as technology complexity grew and compliance demands increased, our client needed more.

They required clearer visibility into their security posture, guidance on how to optimize resources, and support in making confident, data-backed decisions – both internally and at the board level.

The Approach



Consortium introduced MTM Managed, evolving the relationship from tool provider to trusted partner. What started as once- or twice-yearly use of MTM became a regular part of the company's cybersecurity strategy.



Consortium worked side-by-side with the CISO and team, meeting weekly to interpret MTM insights, prioritize projects, and guide board reporting. These conversations opened the door to deeper strategic support such as advising on the consolidation of Splunk SIEM and Reliaquest managed services under CrowdStrike's next-generation platform. This move promised to simplify operations, reduce risk, and deliver significant cost savings.



By blending MTM data with expert advisory services, Consortium helped move from reactive budgeting to proactive, strategic risk management.

The Impact

Today, our client leverages MTM not just for budget justification, but for continuous improvement. The organization has strengthened executive and board-level confidence through clearer, business-aligned reporting. Current consolidation initiatives are projected to save approximately \$150,000 annually while reducing complexity and improving security oversight.

What began as a limited engagement has grown into a strategic partnership. Consortium's cybersecurity concierge model – integrating platform value, managed services, and technical expertise – has helped turn data into action, and action into long-term advantage.

Looking Ahead

With ongoing support from Consortium, our client is poised to continue their evolution – simplifying the security ecosystem, controlling costs, and strengthening resilience, all while staying aligned with industry standards and business goals.

