



CUSTOMER CASE STUDY

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Bernie Rominski
IT Security Officer
Regis Corporation

Rapid7 NeXpose Provides Regis Corporation With Wide-Ranging Vulnerability Scanning Coverage, Enabling PCI Compliance and Web Application Security

Finding One Vulnerability Management Solution With Everything They Need

Having a Website for selling products to franchisees posed two security challenges for Regis Corporation. The first was ensuring protection from Web application vulnerabilities and threats that can cause denial of service attacks and other incidents; the second and most important was maintaining compliance with the PCI DSS (Payment Card Industry Data Security Standard) by implementing specific measures to safeguard credit card information and other private data.

Regis sought recommendations on vulnerability management solutions from IT security consultants and product experts, and Rapid7 NeXpose was strongly recommended.

“We did a walk-through of NeXpose with Rapid7’s engineers and found it had exactly what we needed and wanted, and it didn’t contain a lot of stuff we don’t need,” said Bernie Rominski, IT Security Officer, Regis Corporation. “The fact that NeXpose is agent-less was very critical to our decision to implement it. We also liked that it can be used with multiple platforms, such as Windows, Linux, and IBM iSeries.”

NeXpose also came to Rominski’s attention when it was reviewed in a vulnerability management products group test in *SC Magazine*.

“Two factors stood out in the review,” explained Rominski. “One was that NeXpose has enhanced capabilities beyond what other products offer and beyond the network layer, which makes it more than just a network security solution and thus more valuable. The second was that NeXpose includes Web scan templates for securing Web applications, thereby going much deeper with application-based vulnerability scanning and penetration testing. We have seen for ourselves that NeXpose does a superior job with Web application scanning.”

Regis has discovered that NeXpose also has the edge with its speed and its simplicity.

“We just turn it on and off we go,” said Rominski. “NeXpose is easy to use and very low impact. We can control the scan schedule and get through every device in a month. The scan results are very dependable and provide a detailed description of the vulnerabilities found and what they mean. You can easily see how NeXpose arrives at its results.”

Conducting ‘Jump Start’ Facilitates Immediate Deployment and Optimizes Use

Regis installed NeXpose at its corporate headquarters in Minneapolis, Minnesota, which includes four buildings and two data centers. The company’s experience with implementing NeXpose was “easy and painless,” reported Rominski. “We were doing scans immediately. Rapid7 consultants helped ease the learning curve by conducting a ‘Jump Start’, which got us up-to-speed fast and gave us tips on getting the most out of NeXpose.”

“It makes a difference to work with a company that is highly technical and can help us get the most out of its product,” added Rominski. “The Rapid7 team has always made sure that NeXpose functions well and made sure we’re taken care of.”



Regis Corporation is the global leader in beauty salons, hair restoration and cosmetology education. As of June 30, 2008 the Company owned, franchised or held ownership interests in over 13,500 worldwide locations. Regis Corporation is ranked #747 on the Fortune 1000 list, with revenue of over \$2.7 billion in fiscal 2008. More information on Regis can be found at: <http://www.regiscorp.com>

Continuing to Add Capabilities and Deliver Value

“For compliance purposes, some of the vulnerabilities in our environment have to be excepted, so we need to use compensating controls,” said Rominski.

For that reason, Regis was happy to see that with the newest NeXpose version, Rapid7 added the vulnerability exception reporting feature. This feature provides the ability to exclude specific vulnerabilities from scanning reports as necessary, depending on corporate policies regarding use and risk and compensating controls defined within the compliance process.

“The compliance reporting has been very effective for illustrating progress to management on reducing critical vulnerabilities,” added Rominski. “The baseline reporting is valuable as well.”

Regis has also realized the value NeXpose provides beyond its ability to achieve PCI compliance.

“NeXpose prevents problems with outages on key systems,” explained Rominski. “For example, we can prevent Website outages and issues by finding Web application vulnerabilities.”

Overall, Regis Corporation’s experience with Rapid7 and NeXpose has been “very positive” and the company has achieved tangible benefits.

“We went from having no vulnerability management program to using NeXpose and cannot imagine not doing this automatically,” said Rominski. “Having an automated solution like NeXpose saves time but also saves us from having another full-time person to perform vulnerability assessments. We were able to implement NeXpose without adding someone to our staff.”

About Rapid 7

Rapid7 is a leader in vulnerability management and compliance, delivering a single unified solution across an organization’s entire infrastructure. Rapid7 NeXpose is the only solution that includes support for web applications, databases, operating systems, and network devices in a single system. It separates real threats from the noise common to most vulnerability management systems, giving direct, actionable visibility into the real threats to mitigate risk and remain compliant. For more information on NeXpose products and services, visit www.rapid7.com

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