



 nucleus **TRUESEC**

NUCLEUS CASE STUDY

Truesec Evolves and Scales Its  
Managed Exposure Management  
Service with Nucleus

# Customer Overview

## Overview

**Customer:** TruSec Group

**Industry:** Managed Security Service Provider (MSSP)

**Location:** Europe

## Business Impact

- **Improved service quality** using risk-based prioritization aligned to asset context
- **Unified visibility** across all customer tools and environments
- **Scaled customer delivery** with true multi-tenancy and strict data separation
- **Automated vulnerability routing** and ownership assignment for faster remediation

“Nucleus helped us significantly improve the quality of our service delivery to customers, making our work more automated and easier to execute.”

— Björn Andersson,  
Business Development Manager,  
TruSec

## About TruSec

Founded over 20 years ago, TruSec is a leading European cybersecurity company dedicated to preventing breaches, minimizing impact, and accelerating incident response. With services spanning managed detection and response (SOC), incident response, exposure management, and identity and access management, TruSec helps private and public sector organizations detect, respond, and protect against evolving cyber threats.

“Everything we do is about preventing breaches and minimizing impact. We detect, respond, and protect — and that’s what every person at TruSec does.”

— Björn Andersson, Business Development Manager, TruSec

## The Challenge: Build vs. Buy an Exposure Management Platform

As part of its Managed Threat Exposure service, TruSec managed customers’ vulnerabilities and exposures using a custom-built tool. Over time, scaling that tool to meet client demand became increasingly complex.

TruSec faced a strategic decision: to continue investing heavily in their own vulnerability management tool, or partner with a proven vendor to scale, mature and accelerate innovation without diverting core resources.

To reach a decision, TruSec evaluated nine vendors and quickly narrowed the field to the top three. These were put to the test, with hands-on proof of concepts (PoCs) – with Nucleus emerging as the clear choice for its capabilities, expertise, and outstanding support.

“When we reach out to Nucleus and say, ‘we have this new tool—can you help us integrate it?’ we get a response within hours. That’s the kind of partnership that matters.”

— Björn Andersson, Business Development Manager, TruSec

# 2 Nucleus Solution

## The Solution: Nucleus Security Platform

Truesec chose Nucleus as its vulnerability and exposure management platform to unify customer data, apply business context, and automate remediation across its core service delivery.

### Multi-tenant Architecture for MSSPs

Manages multiple customers in one platform, while giving each customer a fully isolated environment with dedicated dashboards, role-based access, and automated workflows.

### Risk-Based Prioritization

Combines threat intelligence with business and asset context to focus remediation on high-impact exploitable risks.

### Rapid Integration and Automation

Accelerates integration via Nucleus API and flexible data model by connecting new tools and ingesting external data sources quickly.

### Unified Vulnerability & Asset Data

Ingests vulnerability data from all scanners and tools into one platform, eliminating manual consolidation and improving risk visibility.

**“Before, we had a homegrown system that wasn’t fun to use. With Nucleus, it’s faster, more automated, and far more enjoyable for the team. The quality of our delivery has gone up significantly.”**

— Björn Andersson, Business Development Manager, Truesec

### Automated Ownership Assignment

Replaces manual ownership and triage of vulnerabilities with dynamic workflows spanning multiple teams, products, and environments.

### Exceptional Partnership and Support

From hands-on onboarding to 24/7 collaboration, the Nucleus team worked closely with Truesec’s developers, SOC, and product management teams to optimize their service.

## Advice to Other MSSPs

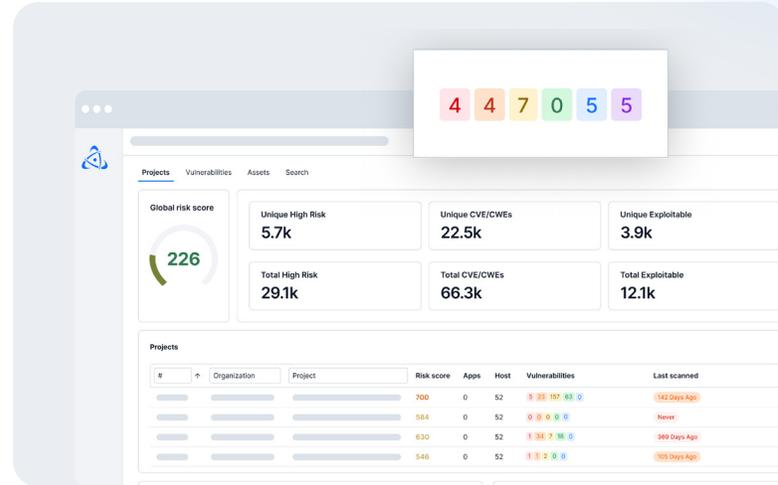
**“If you’re going to implement a platform like Nucleus, invest the time to really learn it. The more effort you put in, the more value you get back. Nucleus has been a true partner, not just a vendor.”**

— Björn Andersson, Business Development Manager, Truesec

# 3 Business Outcomes

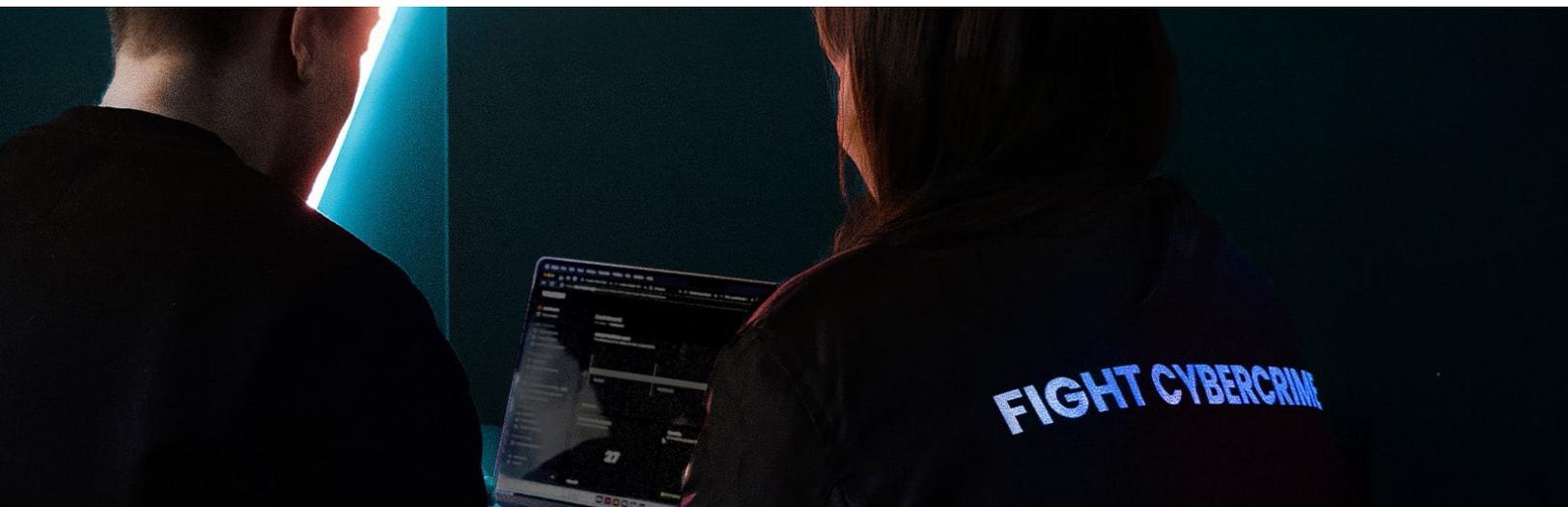
With Nucleus, TruSec evolved and scaled its Managed Exposure Management service, building a unified view of risk that combines business criticality, architecture, and existing migrations across multiple customers. TruSec also accelerated delivery by integrating new custom tools and external data sources faster without increasing operational overhead, thanks to Nucleus' hands-on, responsive support for the platform and its API.

- **Improved service quality** using risk-based prioritization aligned to asset context
- **Unified visibility** across all customer tools and environments
- **Scaled customer delivery** with true multi-tenancy and strict data separation
- **Automated vulnerability routing** and ownership assignment for faster remediation
- **Built custom integrations** for new, highly customized tools quickly
- **Accelerated customer delivery** with hands-on technical support from Nucleus experts



“One of the most important outcomes for us is delivering higher quality services while automating more.”

— Björn Andersson, Business Development Manager, TruSec





Nucleus Security is the enterprise leader in unified vulnerability and exposure management, enabling organizations to prioritize and mitigate vulnerabilities faster, at scale. Delivering unmatched time to value, Nucleus automatically unifies and organizes data from all your security and business tools into a single pane of glass. With powerful dynamic automations, teams can effectively automate their vulnerability management program. As a FedRAMP authorized vendor, Nucleus Security is transforming how enterprises, federal agencies and defense contractors secure their digital assets and networks.



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