

Tripwire is the recognized leader in configuration audit and control software. Tripwire Enterprise is the first to combine configuration change auditing with configuration assessment, helping IT organizations automate compliance across the data center. With Tripwire Enterprise, IT systems can remain in a known, trusted and compliant state, decreasing risks, ensuring security, increasing system availability, and streamlining resources needed to fix problems.



“ EAmune provides practical answers to real problems.”

Rob Warmack

Senior Director of
Customer Advocacy

In 2004, Tripwire sought to establish its leadership position in the rapidly-growing security compliance space. With PCI emerging as a de-facto retail and hospitality standard, and FISMA emerging in the government sector, Tripwire saw a significant opportunity to increase its market share.

Tripwire turned to EAmune for proven expertise in the compliance arena. EAmune’s insights were crucial to successfully developing, marketing and evangelizing compliance as part of the Tripwire product suite.

EAmune provided support in three critical areas.

Insight into the relevant compliance spaces allowed Tripwire to rapidly gain accurate understanding of specific issues and their business impact as experienced by its client base.

Analysis of emerging compliance challenges and anticipated trends enhanced Tripwire’s ability to address them in a targeted manner, for both product development and messaging.

Content development and participation in Tripwire sponsored events supported Tripwire’s highly successful product evangelism efforts within the compliance arena. EAmune also provided support to the Tripwire’s sales team by serving as an established expert resource available as needed to answer potential client questions regarding compliance.

EAmune’s expertise allowed Tripwire to capitalize on the opportunity in the compliance space, enhancing bottom-line results.