# Beyond protection:

The cybersecurity partnership
powering RealVNC's global growth.

RelianceCyber

REALVNC

OVERVIEW

# Global reach and growing risk

RealVNC is a global leader in remote access software, with over 250 million downloads, 90,000 customers, and its software running on more than a billion devices. Their technology powers hybrid workforces across sectors like government, healthcare and education, making secure, reliable connectivity critical to their global offering.

However, that same accessibility and global reach introduces risk. With internet facing software products deployed worldwide, RealVNC faces constant security and regulatory pressures.

*"Security is existential to us. If our product or operations were compromised, the impact would be irreparable. This is why security from the ground up is not just a claim—it's a necessity,"*

Andrew Woodhouse, CIO, RealVNC

## A partnership built for scale

To strengthen its security posture and scale globally, RealVNC partnered with Reliance Cyber for always on, advanced Extended Detection and Response (XDR). With 24/7/365 monitoring and threat response, RealVNC is able to deliver secure services to its customers while focusing on core innovation.

*"We want our product to be accessible to everyone. Reliance Cyber's services underpin this by ensuring that the infrastructure we provide is secure, reliable, and capable of supporting diverse needs." — Andrew Woodhouse, CIO, RealVNC*

This strategic partnership was recognised at the SC Awards 2024, where RealVNC and Reliance Cyber were jointly shortlisted for Best Managed Security Service, alongside global leaders like CrowdStrike and Sophos.

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# Security as a business enabler

Security is not simply a technical necessity, it is of commercial importance. RealVNC's clients operate in tightly regulated sectors including government, defence, and healthcare. Without demonstrable security and compliance, deals can stall or fall apart.

Reliance Cyber provides RealVNC with a dedicated SC-cleared team, advanced threat intelligence, and regulatory alignment support. This simplifies compliance and shortens deal cycles, transforming cybersecurity into a market differentiator.

*"Reliance Cyber's expertise helps us navigate the complex regulatory landscape with ease. This not only reassures our existing clients but also significantly strengthens our position in proposals for new business."*

Andrew Woodhouse, CIO, RealVNC

# Proactive, embedded security

Beyond day to day protection, RealVNC embeds security into its product and engineering lifecycle:

→ Monthly external vulnerability scans across all infrastructure

→ Source code composition analysis to mitigate third party risks

→ Regular whitebox audits for deep level source code assurance

*"A key area we consistently win against our competitors is security. Reliance Cyber enables us to lead with this in our proposals, turning our security posture into a major selling point. It's helping us win significantly more business."*

Andrew Woodhouse,
Chief Information Officer (CIO), RealVNC

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# An engineering-led partnership

Reliance Cyber's Security Operations Centre (SOC) and Network Operations Centre (NOC) are underpinned by industry leading automation, engineered for speed, precision, and consistency. This engineering capability allows RealVNC to detect, respond, and recover from threats faster, reducing risk without draining internal resources.

*"The technology we access through Reliance Cyber is something we wouldn't be able to replicate ourselves,"*

...said Andrew Woodhouse, Chief Information Officer (CIO), RealVNC.

*"Their ability to provide enterprise level services and technologies to companies of our size is a game changer."*



# Strategic extension of the team

Reliance Cyber operates not simply as a provider, but as an integrated extension of RealVNC's team.

→ Direct access to technical leads who translate business priorities into security action

→ Participation in Quarterly Business Reviews to align strategy and security

→ Expert augmentation that relieves internal pressure while expanding capacity

*"The depth of support we get from Reliance Cyber is unlike anything we have experienced before. Security isn't just a service for them, it's a true partnership. Having direct access to their leadership, technical experts, and dedicated team means we are not just reacting to threats, but staying ahead of them. Their ability to align security with our business goals—especially as we expand into new territories—takes the pressure off our internal teams, allowing us to focus on growth and innovation with confidence."*

Andrew Woodhouse, CIO, RealVNC

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# Peace of mind and human impact

Reliance Cyber's proactive model gives RealVNC peace of mind, freeing internal teams to focus on what matters most. With continuous oversight, reduced alert fatigue, and a clear strategic roadmap, security is no longer a daily fire to fight.

With Reliance Cyber in place, RealVNC's leadership team can rest easier, knowing their systems are monitored, threats mitigated, and their ability to operate globally is protected.

# Faster time to value, smarter spend

Reliance Cyber's automation means deployments take minutes, not weeks, speeding up time to value and ensuring RealVNC stays agile in competitive markets. By outsourcing their SOC, RealVNC also avoids significant overheads.

*"To build everything in house would take years and significant investment. With Reliance Cyber, we were operational quickly, without any financial surprises or unnecessary overheads."*

*"Investing in security isn't simply a cost, it's a business enabler. Reliance Cyber's services allow us to focus on our strategic goals while meeting and exceeding client expectations. Their impact on our bottom line has been significant."*

Andrew Woodhouse, CIO, RealVNC

Initial savings on setup costs:
## £1 million

Avoided regulatory fines of up to:
## of turnover 4%

Annual operational
## savings: 80%

Enhanced business opportunities through
## demonstrable compliance

# Recognition and results

Being shortlisted at the SC Awards 2024, alongside global names like CrowdStrike and Sophos, reflects the strength of the RealVNC and Reliance Cyber partnership.

**SC awards** EUROPE **2024 FINALIST**

By embedding security into every layer of the business, RealVNC has transformed cybersecurity from a cost centre into a strategic asset. Reliance Cyber enables faster deployment, stronger compliance, global scalability and the peace of mind to grow with confidence.

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