



CASE STUDY

From Zero Training to 1,200+ Engineers Skilled in Secure Development

A major healthcare corporation in the Pharmacy and Insurance space with approximately 15,000 engineers sought to implement its first comprehensive security training platform. As a large enterprise with diverse technical teams, they required a solution that would address various security domains while providing robust administrative capabilities and measurable outcomes.

Standard training platforms couldn't meet specialized needs

The client had evaluated several security training platforms but encountered significant limitations:

- **Narrow focus on secure coding only** - Other platforms lacked coverage of critical areas like cloud security, DevSecOps, container security, and threat modeling
- **Inflexible licensing models** - Traditional vendors offered rigid user count restrictions that didn't accommodate their large engineering organization
- **Limited administrative capabilities** - They needed robust user management for their extensive workforce
- **No measurement of training effectiveness** - They wanted to correlate training completion with actual reduction in application vulnerabilities
- **Standard off-the-shelf solutions** - Competitors offered fixed platforms with little customization to address their specific organizational needs

The security team needed a partner willing to collaborate on developing capabilities specific to their organization rather than simply providing an off-the-shelf product.

Customized training that adapts, scales, and shows results

We approached the client's challenges with a partnership mindset rather than simply offering a standard product. Our solution included:

- A comprehensive training library covering not just secure coding but also cloud security, DevSecOps, AI security, threat modeling, Kubernetes, and containers
- Flexible licensing that accommodated their large engineering organization without restrictive user limitations
- Custom administrative features, including automatic deactivation of dormant accounts after specified periods
- Development of specialized capabilities to measure training effectiveness by correlating learning with actual vulnerability reduction
- A transparent timeline for feature development with rapid implementation of customer feedback

Our proposal combined a standard platform subscription with a services contract that outlined specific enhancements we would build to address their unique requirements. This approach demonstrated our commitment to treating them as a true partner rather than just another customer.

From evaluation to expanded adoption

The client selected AppSecEngineer over competitors based on our willingness to adapt our platform to their specific needs. What began as an initial subscription for 1,000 users expanded to 1200+ users during the implementation process as they recognized the value of our solution.

Our ability to rapidly transform customer feedback into platform enhancements proved particularly valuable to the client. Rather than placing requests in a distant backlog, we prioritized their needs and delivered improvements quickly, establishing a collaborative relationship focused on continuous improvement.

This partnership approach has enabled the client to implement a security training program that truly addresses their organizational needs while providing the flexibility to evolve as their security requirements change.