

SUCCESS STORY

Graybar Canada Shifts to Proactive, Fast, and High-Impact Security Operations with TrendAI Vision One™

Graybar Canada graybarcanada.com **Partner:** Compugen

Canada, North America | **Industry:** Distribution | 700 employees

TrendAI Vision One™ solutions: Cyber Risk Exposure Management (CREM), Security Operations (SecOps), Endpoint Security, Email and Collaboration Security

The challenge

Managing risk while modernizing a coast-to-coast enterprise

Graybar Canada is a powerhouse in distribution, delivering end-to-end supply chain and logistics expertise to the construction, commercial, institutional, and industrial sectors. With more than 30 locations nationwide, the company keeps projects moving and businesses operating at full speed. From fast-paced construction sites to complex industrial environments, Graybar Canada powers a diverse and growing customer base. Behind the scenes, that means coordinating logistics systems, Microsoft Azure cloud workloads, multiple software platforms, and employees across the country. At scale, the pace of change increases the risk of cybersecurity exposure.

Leading the charge to modernize Graybar Canada's core applications and cloud strategy is National Manager of Information Technology Corey Richardson. "Modernizing our business applications and moving to Microsoft Azure introduced new security challenges. As we rearchitected our environment to support AI and BI initiatives, governance and security become critical."

For Network and Security Administrator Geoffrey Fougere, the biggest challenge is the uncertainty posed by unknown threats and assets. "We needed better visibility and better integration across our security stack."

Fragmented tools, siloed data, and an expanding AI and cloud footprint stretched a small security team thin. To keep pace with the business, Graybar Canada needed a security platform built to scale and eliminate blind spots.

The solution

A unified platform built to secure a growing, cloud-first enterprise

Graybar Canada selected TrendAI Vision One™ to unify detection, visibility, investigation, and risk management into a single platform. TrendAI Vision One™ provides centralized oversight across Graybar Canada's footprint while supporting the complexity of a hybrid Azure-SaaS environment. "Having everything in one place saves us significant time," says Richardson. "A single pane of glass improves how quickly we can mitigate risk."



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Corey Richardson
National Manager of
Information Technology
Graybar Canada

Real-time visibility and prioritized risk scoring

TrendAI Vision One™ Cyber Risk Exposure Management (CREM) now anchors the team's daily security operations. "CREM is where I start my day," says Fougere. "It shows what's changed overnight and helps me address issues before they become problems." Graybar Canada tracks its enterprise risk score closely, using CREM to communicate progress and guide resource allocation. "Tracking our risk score helps us communicate progress clearly to leadership," Corey states.

Consolidated detection and investigation

TrendAI Vision One™ XDR capabilities, paired with Azure Data Explorer (ADX), enable efficient log investigations and accelerated detection across endpoints, servers, and cloud workloads. "When Azure's console is lagging, I can get what I need in seconds," says Fougere. Graybar Canada plans to add TrendAI Vision One™ Agentic SIEM to strengthen log correlation and detection fidelity across its IT landscape. "A SIEM that integrates with TrendAI Vision One™ could be a game-changer," says Fougere. "We're excited to explore how better log correlation can reduce blind spots."

Email protection and investigation efficiency

TrendAI Vision One™ Email Security has become a critical protection layer for Graybar Canada. Fougere notes that "one-time click protection has saved users from malicious links more than once," and employees now proactively report suspicious messages, which is an important cultural shift. These capabilities help Graybar Canada's small security team scale effectively as the company advances modernization across Azure, data architecture, and AI governance.

Customer service as a differentiator

A partnership that accelerates modernization across Atlantic Canada

Graybar Canada attributes much of its security transformation to the strong, hands-on partnership between TrendAI™ and Compugen. TrendAI™ demonstrated its commitment early by sending an engineer onsite at no cost during deployment, an action that set the tone for a relationship grounded in trust, responsiveness, and proactive support.

Compugen complements this with strategic advisory services, ensuring guidance remains transparent and focused on outcomes rather than products. "Fougere is one person managing a lot," says Compugen Account Executive Bonnie Cyr. "We're looking at how AI and services can help him be even more successful. That's the next step."

Together, TrendAI™ and Compugen provide Graybar Canada with a team that understands their environment, challenges, and long-term goals. This combined expertise supports modernization across cloud and AI-driven security initiatives, enabling the organization to evolve confidently while maintaining agility. More than a vendor relationship, it's a partnership that continues to help Graybar Canada scale securely.

The results

A proactive, efficient, and scalable security operation

TrendAI Vision One™ has significantly strengthened Graybar Canada's security posture, shifting the organization from reactive monitoring to a proactive, intelligence-driven approach. "We used to be reactive. Now, with consolidated visibility and prioritized risks, we know what's changing and what needs attention before it becomes a problem," says Fougere.

In one year, Graybar Canada identified 65% more vulnerabilities, reflecting a dramatic improvement in visibility and detection across its environment. Alongside this increased insight, the organization has achieved a consistent reduction in enterprise risk score, faster investigation workflows, and improved visibility across regions and systems. Automated correlation and clearer alert prioritization have helped the team cut through noise, enabling more accurate threat assessment with less manual effort.

Together, these gains have allowed Graybar Canada's security function to redirect time and resources away from daily triage and toward strategic initiatives. As a result, the organization is more resilient and better prepared to detect, respond to, and mitigate emerging risks.

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Geoffrey Fougere
Network and Security Administrator
Graybar Canada

Transform your cybersecurity approach

Learn how companies like Graybar Canada are accelerating proactive security with TrendAI Vision One™.

Learn more today.

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