



SUCCESS STORY

Max Matthiessen Boosts Cyber Resilience and Compliance for 900 Employees with TrendAI Vision One™

Max Matthiessen maxm.se

Sweden, Europe | Financial services, insurance | ~900 employees

TrendAI Vision One™ Solutions: Cyber Risk Exposure Management (CREM), Email and Collaboration Security, Endpoint Security, Security Operations, Server and Workload Security (SWP)

TrendAI Vision One™ Services: Managed Detection and Response (MDR)

The challenge

Meeting growing regulatory demands with a lean security team

With a legacy dating back to 1889, Stockholm-based Max Matthiessen has grown into one of Sweden's most prominent and trusted financial advisory firms. Today, it empowers over 18,000 companies across the Nordics with expert pension, insurance, savings, and investment guidance. As part of Nordic Capital's distinguished portfolio and the Ontario Teacher's Pension Plan, the firm upholds the highest standards of compliance and data protection, ensuring the security and confidence of every client relationship.

Operating with a small in-house security team, Max Matthiessen needed to meet new requirements under the European Union's Digital Operational Resilience Act (DORA) and maintain a strong defense against an increasingly complex cyberthreat landscape. "As a financial institution, our operations rely on the trust and confidence of our clients," says Chief Security Officer Björn Johrén. "By maintaining strict adherence to regulatory requirements, we uphold this trust."

"Many of our customers are also security aware," adds Operations Manager Oscar Engström. "They perform security scans on us, which means we have to prove that we have the right security at the highest level."

Beyond external pressures, rapid business growth and acquisitions required the company to integrate new environments and maintain visibility across their environment. Max Matthiessen needed a unified security platform that could help them stay compliant, handle a growing number of users, and keep threats at bay without increasing headcount.

The solution

A unified approach to visibility, consolidation, and continuous protection

Max Matthiessen selected TrendAI Vision One™ to consolidate their toolset and simplify day-to-day security management. "Our goal with consolidation is to streamline our security environment, fewer tools means less context-switching and greater focus on high-priority security work," says Johrén.

For Head of Security and Lead SOC Peter Lyyra, the TrendAI Vision One™ single-pane-of-glass visibility was a turning point. "What is helpful for us by having [TrendAI] Vision One™ is the one-stop shop," he says. "We know where we are getting logs from everything, and if we have an incident, we can go into one place and see what happened."



The devices that have [TrendAI™] solutions installed have never had a real threat, because that's how good the email security is.



Peter Lyyra
Head of Security and Lead SOC, Max Matthiessen

TrendAI Vision One™ enables Max Matthiessen to consolidate security operations, reducing complexity while increasing visibility and control.

24/7 protection for increased peace of mind

TrendAI Vision One™ Services - Managed Detection and Response (MDR) provides Max Matthiessen with continuous monitoring and expert support.



The [TrendAI™] MDR team helps us during working hours and off hours, particularly with false positives, which would take us a huge amount of time to go through.



Oscar Engström
IT Operations Manager, Max Matthiessen

Measuring and improving risk exposure

The team uses TrendAI Vision One™ Cyber Risk Exposure Management (CREM) to quantify vulnerabilities and demonstrate compliance readiness. "It helps us with DORA compliance, but also for clients that ask for specifics," says Johrén. "And I use the reports to talk upwards to the leadership teams, sharing KPIs so that they understand our security position."

With MDR, Max Matthiessen gains 24/7 coverage and rapid response without adding headcount.

Protecting endpoints and email across the enterprise

TrendAI Vision One™ Endpoint Security and TrendAI Vision One™ Email and Collaboration Security form the first line of defense for Max Matthiessen's users. "Since deploying [TrendAI] Vision One™, none of our protected devices has faced an actual threat. The email security does a great job, it blocks so much before it even gets to us," says Lyyra.

The company's phishing defenses have also proven highly effective. "The vast majority of the phishing emails our users receive are our own phishing simulations," continues Johrén. "One spear phishing attack did permeate and was directed at certain staff, but Peter caught it with the help of [TrendAI]."

The results

Stronger protection, faster response, and measurable operational efficiency

With TrendAI Vision One™, Max Matthiessen has achieved clear gains in visibility, efficiency, and overall resilience without expanding its small security team. Despite growing to nearly 900 employees, the company continues to operate effectively with just three security staff members, speaking volumes about the increased efficiency TrendAI Vision One™ delivers.

By consolidating tools and leveraging automation, the team spends less time chasing alerts and validating false positives, saving precious time. Consolidating data across systems has improved executive communication and compliance reporting. "The solution gives us quantifiable insight into device and server risk, helping us assess our overall security posture, internally and against external benchmarks," says Engström.

"With fewer tools comes fewer vendors, which means keeping up with DORA regulations requires fewer follow-up calls with third parties," says Johrén. "All the data we have is now in one place."

Through unified protection and managed services, Max Matthiessen has reduced operational burden, improved reporting confidence, and strengthened compliance with DORA, proving that even a lean team can deliver enterprise-grade security.

Unified protection has helped Max Matthiessen grow securely while keeping incidents to a minimum.



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Björn Johrén
Chief Security Officer, Max Matthiessen



Empowers over 18,000 companies across the Nordics



Operates effectively with just three security staff members



Achieves DORA compliance and demonstrates compliance readiness to clients

Transform your cybersecurity approach

Learn how companies like Max Matthiessen are accelerating proactive security with TrendAI Vision One™.

Learn more today.

TrendMicro.com/visionone

About TrendAI™

TrendAI™, a business unit of Trend Micro and global AI security leader, makes the world safer for digital information exchange across enterprises, governments, and organizations. Powered by security expertise and innovation, TrendAI™ leverages artificial intelligence to protect over 500,000 enterprises and millions of individuals across AI, cloud, networks, endpoints, and devices.

AI Fearlessly. TrendMicro.com

Customer service as a differentiator

Local partnership delivers personal, trusted support

For Max Matthiessen, the TrendAI™ Swedish support team stands out for its responsiveness and personal touch. “Whenever I have any problems or questions, I just shoot them over and the team is quite fast to answer them,” says Lyyra.

“For me, it’s critical for big companies like [TrendAI™] to have this kind of local support,” says Engström. “It’s the thing that makes a big company become personal and agile, and engaged. It feels like working with a small company with the strength of a big company.”

“It’s a huge difference working with [TrendAI™] compared to some of our other really large corporations,” says Johrén. “We know we can trust [TrendAI™]. If we have a problem, they are always ready to step up and help us.”