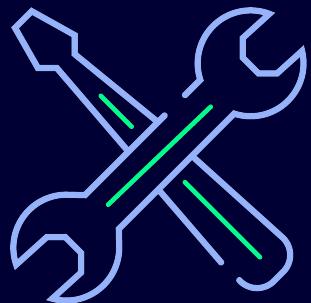


# How XM Cyber Helps Leading German Manufacturer Jeremias Strengthen Security and Focus Remediation



## The Challenge

### Exposing Gaps in Security Effectiveness

Jeremias Abgastechnik GmbH, a leading German manufacturer of flue, exhaust, and chimney systems, operates internationally with production facilities and sales subsidiaries across Europe and the United States. Despite implementing multiple IT security solutions, the team at Jeremias lacked a clear way to measure the effectiveness of their controls.

"For a long time, we tried to evaluate how well our measures were working," said Sebastian Kettler, Team Lead of Global IT Systems at Jeremias. "But it was hard to get real insight."

That changed in 2022, when Jeremias began evaluating exposure management solutions. One platform stood out from the rest: XM Cyber.

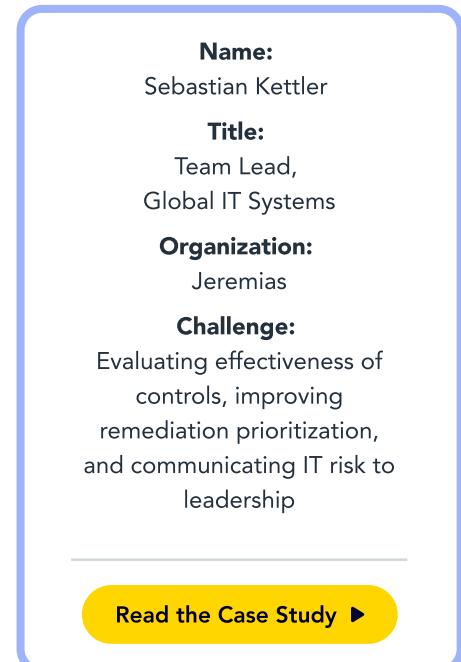
## The Solution

### Attack Graph Modeling and Security Score Tracking

From the proof of concept, XM Cyber demonstrated immediate value by highlighting how critical assets could be reached and pinpointing what needed to be remediated first. "XM Cyber showed us how attackers could reach our critical assets," Kettler said. "It gave us real knowledge - not just where we had vulnerabilities, but what to fix first."

The platform soon became a core part of Jeremias' security operations. It helps the team evaluate the impact of infrastructure changes, track progress over time, and demonstrate security effectiveness to leadership.

"Management is much more aware of IT security now," Kettler noted. "We can show them how our security posture has improved over time, and that brings IT security much closer to them."



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## Benefits and Outcomes

### Better Prioritization, Stronger Engagement

The initial deployment revealed that many existing measures weren't as effective as expected. But that insight became a catalyst for change. "It was surprising to see how ineffective our previous controls were," Kettler said. "But with XM Cyber, we improved our defenses and kept them strong."

The team now uses the platform to guide remediation efforts and streamline daily work. "It helps us understand what's working and what's not. That changed our mindset," Kettler added. "It also saves time - because we know what to focus on."

Kettler praised XM Cyber's support and customer success teams as well. "The experience with XM Cyber's team has been outstanding," he said. "They're always trying to help and improve the platform."

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## Recommendation and Future Outlook

### A Game Changer for Daily Security Operations

For Jeremias, XM Cyber is more than a product - it's a partner in evolving their approach to cybersecurity. "Talking to other people, I always recommend XM Cyber," Kettler said. "It's a game changer in our daily IT security work. It saves time, helps us understand risks, and makes our operations much more effective."

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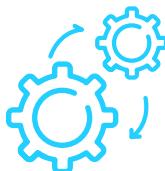
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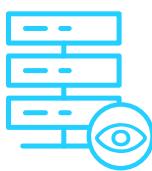
#### Attack Graph Modeling



#### Security Score Tracking



#### Prioritized Remediation



#### Control Effectiveness Validation