

# COPART CASE STUDY

## COPART DEPLOYS CROWDSTRIKE TO GAIN VISIBILITY INTO ENDPOINTS, PREVENT ATTACKS ACROSS THE KILL CHAIN AND ELIMINATE END-RUN ATTACKS

Copart, Inc., headquartered in Dallas, Texas, is a global leader in online vehicle auctions, and a premier destination for the resale and remarketing of vehicles. Copart's innovative technology and online auction platform links buyers and sellers around the world. Copart currently operates more than 200 locations in 11 countries, and has over 125,000 vehicles up for auction every day.

Copart's information security team had been operating a full stack of security products to safeguard the company's 6,000 employees. However, Copart CISO Joshua Danielson wanted a more robust security stack, one that could provide real-time visibility into threats and prevent attacks across the kill chain.

In particular, Danielson wanted a solution that could eliminate the potential for an attacker to carry out an "end-run" — which typical defenses miss — and that could provide detailed, actionable information. Moreover, he sought a solution that, despite its power, was easy to deploy and easy to use.

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### COPART

After conducting an extensive evaluation of solutions, Copart selected the CrowdStrike® Falcon® platform because it provides the highest level of real-time monitoring capabilities that span across detection, response and forensics — ensuring Copart missed nothing and left attackers with no place to hide.

“We needed an endpoint detection and response (EDR) solution that was already proven,” Danielson said. “CrowdStrike was the only company doing this component well compared to others. In the past few years, EDR has become more crowded with other vendors trying to catch up to CrowdStrike, which still dominates.”

In Danielson’s estimation, the CrowdStrike Falcon platform is especially distinguished from competitors in its threat intel capability — which enables higher-quality, more-useful alerts — and its lightweight agent with a small footprint and open API that “ensures you can integrate as much as possible” with various products.

“The world-class threat intel feed is by far the biggest advantage I have seen from CrowdStrike,” Danielson said. “It’s so hard to quantify; you cannot really tell until you look deeply.”

Danielson said that he prefers to partner with a company like CrowdStrike, “who has been doing this for years, rather than a new partner who is just figuring out things now and getting their feet wet.”

## ELIMINATION OF END-RUN ATTACKS

### CrowdStrike puts a face on bad actors, helps illustrate the threat landscape and ROI to the C-suite

The CrowdStrike Falcon platform — and specifically the Falcon Intelligence™ team — enabled Copart to understand which worldwide adversaries could have been targeting its assets and the organization as a whole.

Danielson said that threat reports and attacker profiles are immediately available and searchable, enhancing the company’s defenses with minimal effort and maximum protection.

“Knowing which adversaries may be targeting our assets provided me with valuable intelligence to take to our board of directors” Danielson said. “I was able to build a narrative for senior leadership and put a face on the bad actors. This level of detail shows our board how reliable our decisions are, and lets me align our business risk and justify bringing additional resources into our program.”

Danielson can also clearly illustrate the ROI of deploying CrowdStrike technology. Employee productivity is up across the company because the systems they work on are no longer down. The increased productivity extends to the information security team as well, because CrowdStrike’s actionable intelligence allows staffers to make more efficient use of their time.

### QUICK FACTS

#### COMPANY OVERVIEW

Copart, Inc., founded in 1982, is a global leader in online vehicle auctions. Copart’s innovative technology and online auction platform links sellers to more than 750,000 members in over 170 countries. The company offers services to process and sell salvage- and clean-title vehicles to dealers, dismantlers, rebuilders, exporters and, in some cases, end users. Copart sells vehicles on behalf of insurance companies, banks, finance companies, charities, fleet operators and dealers, and also sells vehicles sourced from individual owners. With operations at over 200 locations in 11 countries, Copart has more than 125,000 vehicles available online every day. Copart currently operates in the United States, Canada, the United Kingdom, the Republic of Ireland, Brazil, Germany, the United Arab Emirates, Oman and Bahrain, and Spain.

#### MISSION

Copart is committed to conducting business properly and making a positive impact through charity, assistance compliance, disaster relief, economic growth and environmental responsibility. Copart is among the Forbes America’s Best Small Companies, has earned the Confirmit ACE Award for exceptional customer service three years in a row, and, in 2015, was recognized as one of Deloitte’s “The Exceptional 100 List of Top Performing U.S. Companies.”

[www.copart.com](http://www.copart.com)

### COPART

“All the noise and false positives filter out,” Danielson said.

With the enhancements CrowdStrike provides Danielson said that the company can also educate its customers and help them understand that “cybersecurity is front and center.”

“I can provide the level of security that our customers expect from a worldwide, leading vehicle auction company,” he said. “The threat landscape is changing, with more sophisticated adversaries and more prolific attack cycles. Thanks to CrowdStrike’s cloud-based solution, our customers’ information is secure.”

## ABOUT CROWDSTRIKE

CrowdStrike is the leader in cloud-delivered endpoint protection. The CrowdStrike Falcon platform offers instant visibility and protection across the enterprise and prevents attacks on endpoints on or off the network. The lightweight Falcon agent deploys in minutes to deliver actionable intelligence and real-time protection from Day One. The Falcon platform seamlessly unifies next-generation AV with best-in-class endpoint detection and response, backed by a 24/7 managed hunting. Its cloud infrastructure and single-agent architecture take away complexity and add scalability, manageability, and speed. The Falcon platform protects customers against all cyberattack types, using sophisticated signatureless artificial intelligence/machine learning and indicator-of-attack-based (IOA) threat prevention to stop known and unknown threats in real time. Powered by the CrowdStrike Threat Graph™ database, the Falcon platform instantly correlates close to 100 billion security events from across the globe to immediately prevent and detect threats.

Visit [www.crowdstrike.com/seedemo](http://www.crowdstrike.com/seedemo) to request a demo.

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**Joshua Danielson**

Copart CISO

## THE STORY

### CHALLENGE

Copart, Inc., headquartered in Dallas, Texas, is a global leader in online vehicle auctions, and a premier destination for reselling and remarketing vehicles. Copart currently operates more than 200 locations in 11 countries, and has over 125,000 vehicles up for auction every day. Its information security team safeguards 5,300 employees, 9,000 endpoints and numerous systems worldwide.

### TASK

Copart wanted a more robust information security solution that could provide real-time visibility into threats, prevent attacks across the kill chain and eliminate the potential for the “end-run” attacks that typical defenses miss.

### WHY COPART CHOSE CROWDSTRIKE

Copart selected the CrowdStrike Falcon platform because it provides the highest level of real-time monitoring capabilities that span across detection, response and forensics. Called by Copart’s CISO a proven solution, the CrowdStrike Falcon platform deployed easily and error-free in just a few days, providing immediate visibility into threats and a significant reduction in business risk and cost.

