

# How Quantum Health Saved over **\$700K (11X ROI)** in Security Spend and Boosted Board Confidence with NetSPI Detective Controls Testing

## The Challenge

At Quantum Health, Information Security Officer Michael Morabito faced a critical challenge. With rising cybersecurity costs and an expanding set of tools, leadership and investors wanted proof these investments were worth it. Michael was tasked with defending a significant budget without the data or certainty to validate its impact. Traditional penetration tests repeatedly identified vulnerabilities but never answered one question that the leadership team was asking: **were these costly controls actually protecting the business?** This left Quantum Health facing mounting pressure, investing heavily in technology without the confidence or evidence to demonstrate meaningful ROI.

## The Solution

To address this, **NetSPI recommended Detective Controls Testing:** A comprehensive approach designed to validate the effectiveness of security controls, tools, and processes against real-world attack behaviors.

NetSPI's Detective Controls Testing provided Quantum Health with a transparent and systematic evaluation of their cybersecurity controls. By blending AI-enabled technology with expert-driven attack simulations, the process revealed which tools could detect and respond to threats but also provided a clear assessment of their effectiveness, coverage, and detection speed. NetSPI identified that some advanced threat detection tools initially performed well but became less effective over time due to evolving attack techniques and configuration gaps. By comparing detection coverage and response times, the testing highlighted the most effective solutions, **enabling Quantum Health to optimize their security stack, prioritize high-performing tools, and significantly reduce unnecessary security spending.**

By simulating real-world ransomware attacks, NetSPI Detective Controls Testing also strengthened Quantum Health's defenses, validating their ability to detect threats earlier in the cyber kill chain based on attack behaviors, not just indicators of compromise (IoCs), and preventing full-scale attacks. This allowed Quantum Health to **pinpoint gaps, such as password spraying vulnerabilities in their member call center and misconfigured controls that weren't functioning as intended.** Quantum Health's security engineers worked closely to fine-tune these controls, ensuring they operate effectively, and aligned with the organization's security goals.



NetSPI Solutions

**Detective Controls Testing**



Industry

**Healthcare navigation and care coordination**



Employee Count

**2,000-3,000**



Headquarters

**Dublin, Ohio**



Website

**[quantum-health.com](https://www.quantum-health.com)**

## The Results

- **Clarity & Powerful Cost Savings:** Data-driven clarity empowered Quantum Health to eliminate unnecessary vendor contracts, leading to \$400,000 annually in technology savings. Two senior engineers were also able to redirect their efforts, adding another \$300,000 in value—**totaling \$700,000+ in annualized savings and a 10X return on initial investment.**
- **Dramatic Time Savings:** Michael said *“If I asked an engineer to tackle these improvements without NetSPI’s Detective Controls Testing Framework they would stumble for a year to achieve what we did in a week.”* This accelerated timeline not only saved significant time but also ensured faster implementation of critical security improvements.
- **Board and Investor Confidence:** Robust reporting earned trust at the board and investor levels. Michael said, *“That confidence at the board and investor level enables us to move more decisively and ultimately pursue our mission faster.”*
- **Operational Efficiencies:** Immediate, collaborative remediation, and transparent communication helped strengthen response processes, from ensuring working alarms to closing advanced attack paths.
- **Stronger Security Posture:** Quantum Health achieved measurable reductions in internal threat footprint and gained clear visibility to focus investment where it mattered most.
- **Insurance Discounts:** Enhanced security documentation enabled Quantum Health to negotiate insurance discounts typically only offered to organizations purchasing expensive new tools.

### Michael’s advice to peers that are interested in NetSPI’s Detective Controls Testing:



**Michael Morabito**  
Information Security Officer  
Quantum Health

**“You can’t truly know how effective your control spend is until you’ve done Detective Controls Testing. Once you run the test, you’ll uncover controls you thought were working but aren’t.”**

**“Even if you don’t fix anything, this test gives you the financial leverage to prove that your spending has value.”**

Through this partnership, Quantum Health not only gained peace of mind but also unlocked measurable business value, proving that the right collaboration can turn security investments into strategic advantages.

**Contact us to advance your security program:  
[www.netspi.com/contact](http://www.netspi.com/contact)**