



CUSTOMER: Wireshield

HEADQUARTERS: Minneapolis, MN, USA

EMPLOYEES: 10

INDUSTRY: Computer and Network Security

Wireshield: Boosting Cybersecurity and Threat Intelligence with Spectra Intelligence

Wireshield is the world's first wholly automated Managed Detection and Response (MDR) service.

It has two goals:

- Be as fast as possible at triaging, escalating, and containing threats.
- Able to leverage heavy automation to reduce MDR costs for all customers.

Wireshield was using VirusTotal, but cost increases and the bundling of other services led to its need for a new provider.

Wireshield needed the best analytical data available in a reliable format, a vast repository of known files, an API that could be used efficiently and repeatedly in milliseconds, and a pricing model that scales with its growth.

Wireshield exhaustively searched for solutions and tested all the options from multiple vendors, ultimately choosing Spectra Intelligence as the overall best fit for their mission.

“ Wireshield MDR needed a partner with verdicts on suspicious files. ReversingLabs blew us away with their analysis and dataset at a very fair price, beating VirusTotal. ”

Tim MalcomVetter, CEO,
Wireshield

CHALLENGES:

- Complexity and volume of cyber threats
- Comprehensive malware detection
- Untenable VirusTotal contract changes
- Unintegrated solutions are burdensome

SOLUTION:

- Spectra Intelligence offers superior performance in identifying and analyzing known and unknown malware in complex and high-volume environments



By adopting ReversingLabs' Spectra Intelligence API, Wirespeed can confidently mitigate more than half of the detections coming from market-leading Endpoint Detection & Response (EDR) solutions. This is huge given that "alert fatigue" plagues cybersecurity programs everywhere. Wirespeed can also confidently identify the 1% of malware alerts that represent adversaries in the later stages of an attack and containment immediately without second guessing.

The partnership with ReversingLabs has enhanced Wirespeed's offerings and positions them to disrupt the MDR category.

Check out the WireSpeed blog to learn how they tested and why they chose ReversingLabs.

[Best File Reputation Vendors of 2025 | Wirespeed](#)

Learn More About RL Solutions

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ABOUT REVERSINGLABS

ReversingLabs is the trusted name in file and software security. We provide the modern cybersecurity platform to verify and deliver safe binaries. Trusted by the Fortune 500 and leading cybersecurity vendors, the ReversingLabs Spectra Core powers the software supply chain and file security insights, tracking over 40 billion searchable files daily with the ability to deconstruct full software binaries in seconds to minutes. Only ReversingLabs provides that final exam to determine whether a single file or full software binary presents a risk to your organization and your customers.



RESULTS:

- Implementing Spectra Intelligence API yielded outstanding results for Wirespeed
- Enhanced detection of hidden malware identification in customer networks, reducing their risk
- Faster and more accurate malware identification reduced MTTR to minimize client damage and downtime
- Seamlessly integrated with existing systems, enabling smooth transition & minimal disruption

“ Wirespeed first looked at VirusTotal, the ‘Kleenex’ of file reputation, but ReversingLabs blew us away. They’re easy to integrate, super fast, and affordable. ”

Tim MalcomVetter, CEO,
Wirespeed

RL PRODUCTS:

- Spectra Intelligence

