Dropzone AI

Indiana Farm Bureau Insurance Speeds Up Detection and Response 5x with AI Investigations

INDIANA FARM BUREAU INSURANCE

Company Profile

Established in 1934, Indiana Farm Bureau Insurance offers home, auto, life, farm and crop, business, and renters insurance to residents of Indiana. The company aims to be an institution that its members can trust, and that mission extends to the cybersecurity team.

"We're in the trust business," explains Andrew Marsh, Director, Information Security at Indiana Farm Bureau Insurance. "For the cybersecurity program, that means reducing our attack surface, complicating unauthorized access, and detecting and responding to threats rapidly."

The Indiana Farm Bureau Insurance security team is passionate about innovation and continuous improvement. "We conduct purple team exercises where we simulate attack activity and measure our response. This gives us a lens towards understanding if our people, processes, and technology are working well together or not," says Marsh.

> The high-fidelity investigations that Dropzone gives us are invaluable. Our analysts always start with a full investigation report and evidence.
>
> **Andrew Marsh**
> Director, Information Security

Challenges

Indiana Farm Bureau Insurance's security team is always looking to improve in the following areas:

Focus on Speed	Indiana Farm Bureau Insurance continually seeks measurable improvements in threat detection and response, specifically in the speed in which the security operations team can investigate and remediate incidents.
Manual Tasks	Manual, repetitive alert triage workflows consumed significant time and lacked automation, limiting efficiency and consistency.
Need for High-Context Starting Points	Indiana Farm Bureau Insurance was particularly interested in reducing the time from "event to action." They needed tools that could enrich alerts with evidence-backed findings upfront.
Limited AI Capabilities	Indiana Farm Bureau Insurance's existing SIEM had built-in AI capabilities, but did not provide the high-quality, context-rich alert analysis needed to meaningfully accelerate threat response.

See what Indiana Farm Bureau Insurance gained by deploying Dropzone AI, in their own words:

"Dropzone AI's performance is exceptional, delivering detailed, high-fidelity alerts within minutes. This transparent, rapid processing and accuracy significantly elevates threat response capabilities.

With Dropzone, we've measured a five-fold speed up in our MTTR—improvements that we've validated through our purple team exercises."

Andrew Marsh
Director, Information Security

Selection & Implementation

When Indiana Farm Bureau Insurance first learned about agentic AI SOC technology, the team recognized an opportunity to use new innovations to improve SOC agility. After evaluating several options, including built-in SIEM features and other AI SOC vendors, the company selected Dropzone AI to speed up its threat detection and response times.

Dropzone AI supported Indiana Farm Bureau Insurance's existing tools and fit seamlessly into their alert investigation workflows.

Additionally, Dropzone AI's team worked closely with Indiana Farm Bureau Insurance to extend the product to support some key integration requirements.

Indiana Farm Bureau Insurance validated the efficacy of its Dropzone AI deployment by measuring the time saved in alert investigation during purple team exercises.

Going forward, Indiana Farm Bureau Insurance plans to set up automated response actions in Dropzone AI to further speed up MTTR.

Benefits Realized with Dropzone AI

Accelerated Threat Detection and Response
With Dropzone's agentic AI capabilities, Indiana Farm Bureau Insurance responds to threats faster by automating parts of the triage and analysis process, significantly improving their mean-time-to-respond (MTTR) metrics by five-fold.

75% Reduction in Manual Investigation
Dropzone AI offloads repetitive, routine alert investigation tasks so that Indiana Farm Bureau Insurance analysts can spend their time on preventative security projects. Analysts now spend 75% less time on alert investigations.

Higher Context and Fidelity
Dropzone AI provides high-context, high-fidelity investigation reports, giving analysts the information they need to act quickly and confidently.

Improved Operational Efficiency Without Replacing Tools
Indiana Farm Bureau Insurance was able to layer Dropzone on top of their existing workflow and tools without disrupting or replacing tools, accelerating outcomes without requiring structural change.

Ability to Tune and Improve Over Time
Dropzone AI's context memory allows analysts to feed insights back into the system, enabling ongoing tuning and customization that makes investigations smarter and more accurate.

Key Performance Indicators (KPIs) and Results:

5x speed up in mean-time-to-respond (MTTR)	**75% reduction** in analyst time spent on alert investigations	**<10-minute alert investigation time** for most alerts	**Easy operationalization** fitting into existing tools and workflows	**More time** for preventative security projects

Eye-Opening Insights

During the evaluation of Dropzone AI, the Indiana Farm Bureau Insurance team conducted a purple team exercise. Surprisingly, as the Dropzone AI SOC analyst investigated some of the alerts generated, it determined that they were triggered by testing activity.

"The team was surprised that Dropzone could figure out that these alerts were part of a pentest. It was an eye-opener for us," says Marsh.

> "No other technology has the ability to unlock an improvement in detection and response speed like Dropzone AI.
>
> **Andrew Marsh**
> Director, Information Security

Our AI Analysts Never Sleep, So You Can

Dropzone AI is the leading AI SOC Analyst, trusted by SOC teams to automate tedious, repetitive tasks. It autonomously investigates alerts 24/7, integrates with existing security tools, and delivers decision-ready investigation reports. Designed to eliminate alert fatigue and accelerate incident response, Dropzone AI frees SOC teams for higher-level work, enabling organizations to focus on real threats without adding headcount. No playbooks, code, or prompts required. Learn more by visiting www.dropzone.ai.

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