aws marketplace

Upwind

Reviews, tips, and advice from real users








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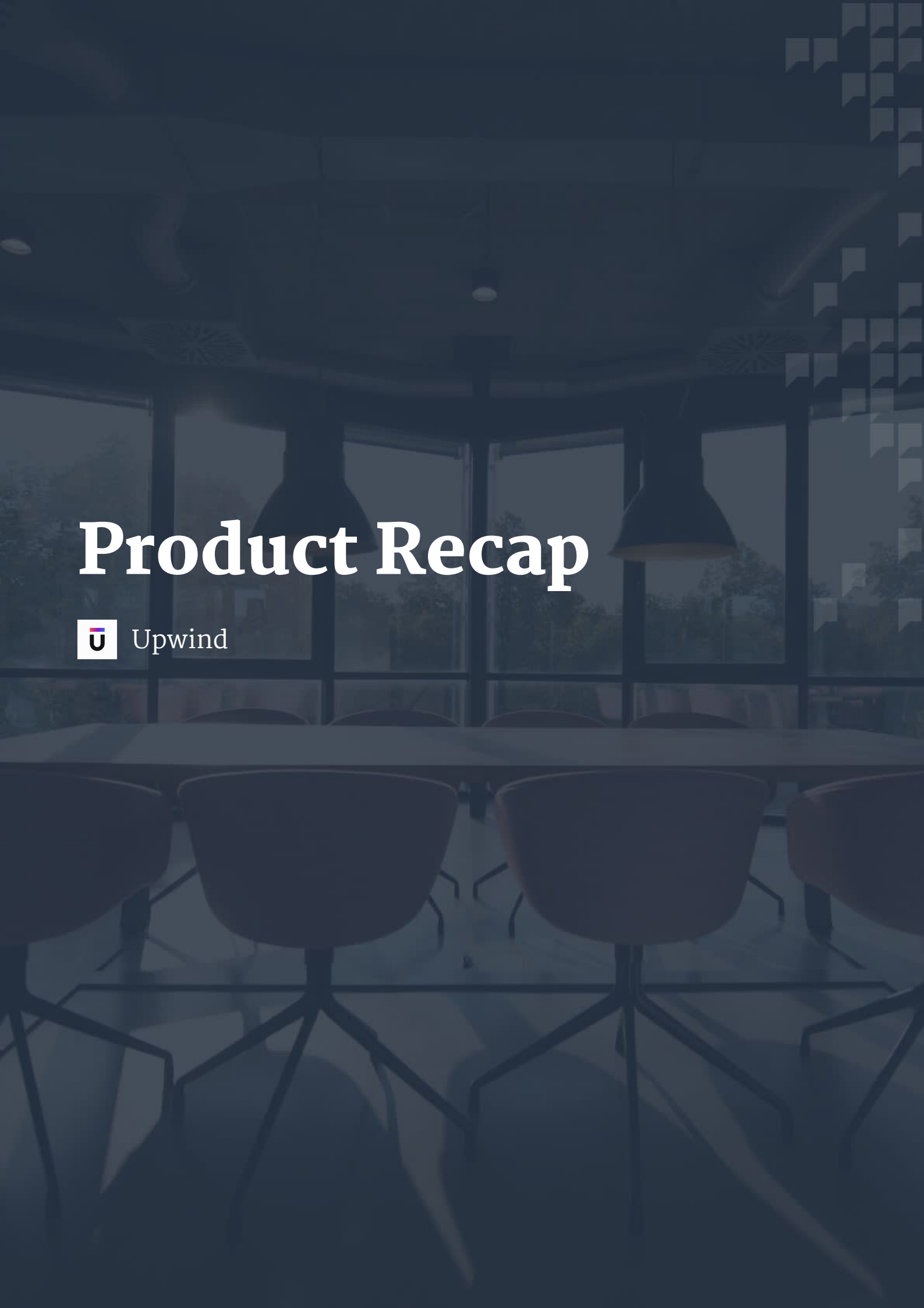
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Product Recap

Upwind

Upwind Recap

Upwind is a comprehensive tool designed to optimize wind energy management for industry specialists. Streamlining processes and enhancing operational efficiency, it provides actionable insights and innovative features critical for achieving energy objectives.

The primary focus of Upwind is to provide a robust platform that fosters operational advancements in wind energy management. With its cutting-edge technology, Upwind is poised to deliver precise analytics and predictive maintenance capabilities. Its integration into existing infrastructures helps enhance the delivery of renewable energy, thereby facilitating a seamless transition towards more sustainable practices. Leveraging these capabilities, businesses can significantly augment their energy output while simultaneously reducing costs.

What are the most important features of Upwind?

- Analytics Dashboard: Offers insightful data visualization for making informed decisions.
- Predictive Maintenance: Proactively identifies potential issues to minimize downtime.
- Real-time Monitoring: Ensures ongoing performance tracking for immediate action.
- Scalability: Integrates easily with growing operations to enhance capability.

What benefits should users look for in reviews?

- Reduced Costs: Efficiently manages resources to lower operational expenditure.
- Increased Efficiency: Optimizes energy production strategies for better yield.
- Improved Reliability: Consistent monitoring contributes to long-term operational stability.
- Enhanced Insights: Provides critical data analytics to drive strategic decisions.

In the wind energy sector, implementing Upwind is directly aligned with industry goals of sustainability and economic growth. Whether integrated into large-scale wind farms or smaller localized projects, it adapts to diverse scenarios, ensuring alignment with industry-specific demands like regulatory compliance and technological advancements.

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Valuable Features

Excerpts from real customer reviews on PeerSpot:

"The combination of runtime visibility, security insights, and contextual risk prioritization makes it much easier to focus on the risks that actually matter."



Mohammed Mudasser

AI/ML Engineer at a educational organization with 5,001-10,000 employees

"Upwind has positively impacted my organization by reducing time to action and time to response by half."



Francisco Pulido

SecOps Engineer at a real estate/law firm with 501-1,000 employees

"My advice for others looking into using Upwind is that if you are seeking a strong CNAPP with an advanced runtime and strong CDR capabilities, this is the product."



Guy Fridman

Head Of Security Operation And Response at a hospitality company with 1,001-5,000 employees

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"They are a great overall cloud security platform and they continue innovating and adding new features."



Validated user

Manager, Information Security at a retailer with 1,001-5,000 employees

What users had to say about valuable features:

Upwind has great runtime detection and response capabilities for our cloud workloads. It provides great context for vulnerability management, allowing us to see what our most important vulnerabilities are. Upwind gives us insight into API security threats and helps us identify misconfigurations in our cloud environments to align with security frameworks like CIS or NIST. With Upwind, we have greatly increased our cloud security posture. Our compliance rates have improved significantly, and they have helped us automate vulnerability management and gain insights into API endpoint security.

Validated user

Manager, Information Security at a retailer with 1,001-5,000 employees

Read full review

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"The best features Upwind offers are the ability to see everything globally across many different cloud accounts, which I appreciate the most, and its ability to reduce noise is also very helpful.

"Upwind helps reduce noise for me by not only firing findings but also using context to ensure that those findings are truly as critical as they claim to be. For example, a critical finding on a resource that does not have internet reachability is not as critical, but another one with high criticality that is exposed to the internet may have a raised criticality.

"The accuracy and reliability of Upwind's AI output are really useful. It provides great summaries upon findings, is able to generate full investigations upon findings as well, and the ability to talk to the AI myself to get any more context or any other summaries or related information from a finding is really useful.."

Francisco Pulido
SecOps Engineer at a real estate/law firm with 501-1,000 employees

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"I appreciate runtime context, which helps connect vulnerabilities and misconfigurations with actual workload behavior and network relationships, making it easier to prioritize remediation based on real exposure rather than simply working through a long list of security findings.

The best features that stand out to me are contextual vulnerability prioritization, cloud workload visibility, and runtime security. I especially value how Upwind connects vulnerabilities with actual runtime behavior, which helps focus on exploitable risk rather than working through a long list of findings.

It has helped us focus on actual exploitable risk instead of treating every vulnerability equally. By considering runtime activity, exposure, reachability, and sensitive data context, the team can prioritize remediation much faster and reduce unnecessary alert noise.

I also value the runtime visibility and attack path context because it connects security findings with network behavior and actual workload. This makes investigations more actionable and helps the team move from simply detecting issues to understanding their real impact.

The biggest positive impact has been the prioritization of cloud security risk and improved visibility. Instead of chasing every vulnerability, we can focus on issues that are actually exposed or active at runtime, which makes the security team more efficient and remediation more targeted.."

Mohammed Mudasser
AI/ML Engineer at a educational organization with 5,001-10,000 employees

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“In general, I think that Upwind as a product makes a disruption in the concept of shift left; they come with a new approach by the runtime sensor that they made, making life for the AppSec team much easier.

It's a good question about the best features Upwind offers, but in general, they build a great product. One feature I can think about is their very strong API, allowing us to export most of the data to crunch and work with it. To me, having a wide API to interact with the data is very important.

In general, we use the API to export the asset and then compare it with our findings to improve triage, ensuring we are not missing anything. This is one of the main use cases for the API.

Having access to this API changes our team's efficiency dramatically; programmability makes everyone's life much easier. The operation reduces because of the time that analysts need to spend on triaging, and it also minimizes friction with developers, which is something Upwind helps us with.

Upwind positively impacts our organization overall by helping with the CIS benchmark for Kubernetes, which is definitely one of the strongest parts. Second, by reducing the number of vulnerabilities, we automatically reduce the number of tickets opened with the dev team, which is a big win. It also helps us to tune our vulnerability program better regarding classification and priority..”

Guy Fridman

Head Of Security Operation And Response at a hospitality company with 1,001-5,000 employees

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Other Solutions Considered

Yes, we did. We used another cloud security provider. We switched because they were a more legacy provider and their integrations were not as modern or capable. Their runtime alerting did not surface the same amount of detail or events, and we felt Upwind was cloud-first, which aligns with our company's cloud-first direction.

Validated user
Manager, Information Security at a retailer with 1,001-5,000 employees

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ROI

Real user quotes about their ROI:

Upwind has definitely saved us a lot of time in reviewing the findings with the posture findings. It also saved us time in vulnerability management by significantly lowering the number of vulnerabilities we need to focus on, reducing the time required to address critical issues.

Validated user
Manager, Information Security at a retailer with 1,001-5,000 employees

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"Both the licensing process and ROI were very simple, making sense overall.

We compare the return on investment with Upwind versus other companies, but I cannot disclose the specifics.."

Guy Fridman
Head Of Security Operation And Response at a hospitality company with 1,001-5,000 employees

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"I have seen a return on investment because I am basically saving costs on some monitoring tools offered on AWS, since they are now taken care of by Upwind. The amount of people needed to check all of the alerts has drastically lowered, and now I can take care of it myself. The response times are two times faster.."

Francisco Pulido
SecOps Engineer at a real estate/law firm with 501-1,000 employees

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Use Case

We use Upwind for runtime security in our cloud environments. We also use Upwind for cloud security posture management, API security, and cloud vulnerability management.

Validated user
Manager, Information Security at a retailer with 1,001-5,000 employees

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"My main use case for Upwind is vulnerability management program automation, CSPM, Cloud Security Posture Management, and overall monitoring of security vulnerabilities across the company. For example, I have my cloud provider connected to Upwind, and it scans every resource existing inside and alerts me if there is any vulnerability, such as an instance with port 22 open to the world.."

Francisco Pulido
SecOps Engineer at a real estate/law firm with 501-1,000 employees

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"My main use case for Upwind is cloud security and workload protection. I primarily use it to gain visibility into cloud assets, vulnerabilities, and runtime risks, and I mainly use it to prioritize the risks that actually matter and help the team focus remediation efforts instead of treating every finding equally.

A specific example would be using Upwind to investigate a vulnerable cloud workload and determine if it was actually exposed or active at runtime. The runtime context helped us prioritize the issue based on real traffic and workload behavior instead of treating every vulnerability as equally urgent.."

Mohammed Mudasser
AI/ML Engineer at a educational organization with 5,001-10,000 employees

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"I have several use cases for Upwind. I will start with our private cloud that is based on Kubernetes, so we're using it also for Cloud Detection and Response and also for vulnerability scanning. We're also using it on our cloud provider as a CSPM.

For Cloud Detection and Response, one of the biggest challenges is to have detection around containers, which we were missing visibility on, and with Upwind, we get it. Related to the vulnerability, because of the strong runtime sensor Upwind developed, it helps us to reduce many of the vulnerabilities that were classified by the shift left product that we used.."

Guy Fridman
Head Of Security Operation And Response at a hospitality company with 1,001-5,000 employees

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Setup

The setup process involves configuring and preparing the product or service for use, which may include tasks such as installation, account creation, initial configuration, and troubleshooting any issues that may arise. Below you can find real user quotes about the setup process.

"My experience with pricing, setup cost, and licensing was really easy to figure out. I received a request from the support team or the sales team asking for what my needs were, and right from that email, I automatically received a quote.."

Francisco Pulido Read full review

SecOps Engineer at a real estate/law firm with 501-1,000 employees

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The initial setup was fairly straightforward. Pretty much everything was done via infrastructure as code, using either Terraform or CloudFormation. It was as easy as applying those templates to our environment.

Validated user Read full review

Manager, Information Security at a retailer with 1,001-5,000 employees

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"In terms of proof of value, we see results very fast after implementing Upwind; the deployment is quite simple and doesn't require a lot of time. We start a POC for 2 months, and then we roll out to production in 2 to 2 and a half months in our huge production environment. Related to the vulnerability feature, again, with a strong runtime sensor, you can see the value pretty fast.

In terms of the daily day-to-day operation, Upwind has helped us a lot; even at the beginning, we needed to build a process around it because it's something new, but I would say that we feel much more confident knowing what is running in our Kubernetes environment. Related to the critical vulnerabilities, it has helped us to reduce about 70% of the critical vulnerabilities.."

Guy Fridman

Head Of Security Operation And Response at a hospitality company with 1,001-5,000 employees

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Customer Service and Support

Customer support is fantastic. We have a very good relationship with the Upwind team. They are always timely in their response and provide direct integration with us via Slack. Whenever we have issues, they are right there to support us.

Validated user
Manager, Information Security at a retailer with 1,001-5,000 employees

Read full review

"From my experience, Upwind has the best support as a vendor; their response time is less than 2 minutes from the moment you slack them.

I would rate the customer support a 10.."

Guy Fridman
Head Of Security Operation And Response at a hospitality company with 1,001-5,000 employees

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Other Advice

I would just say it's a great product. They have greatly improved our visibility. They are great to work with. They are a great overall cloud security platform and they continue innovating and adding new features. I would rate the overall solution a 10 out of 10.

Validated user
Manager, Information Security at a retailer with 1,001-5,000 employees

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"My advice to others looking into using Upwind is that it is a great tool to use and can take care of many things across many areas of security, and it will save you a lot of headaches. I gave this review a rating of nine out of ten.."

Francisco Pulido
SecOps Engineer at a real estate/law firm with 501-1,000 employees

Read full review

"Upwind's AI governance and security are strong because they combine AI posture controls with real-time runtime visibility, which gives the security team better context around data flows, identities, AI workloads, and potential threats rather than relying on static configuration checks.

I have found the AI-related security insights to be generally accurate and useful, especially when they are backed by runtime telemetry and actual workload behavior. I also appreciate that the platform provides context and evidence around findings, which makes it easier to validate whether an alert is genuinely

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actionable.

I would recommend Upwind to teams that need strong cloud visibility with runtime context rather than relying on static vulnerability scans. I would start with a focused set of cloud workloads, validate the risk prioritization, and then expand it across the environment as the team becomes comfortable with the workflows.

Overall, my experience is very positive with Upwind. The combination of runtime visibility, security insights, and contextual risk prioritization makes it much easier to focus on the risks that actually matter. I gave this review a rating of ten out of ten..”

Mohammed Mudasser
AI/ML Engineer at a educational organization with 5,001-10,000 employees

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“My company does not have a business relationship with this vendor other than being a customer.

What I would change right now is nothing; I'm okay.

The work with Upwind is very collaborative; analysts work closely with them to make things easier for us as a company and for other companies using Upwind. In terms of time saving, it definitely saves many hours. I struggle to quantify it in numbers.

We did not purchase Upwind through the AWS Marketplace.

Currently, there is no integration with other AWS services, so I cannot comment.

The procurement process was pretty easy and straightforward.

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I haven't encountered any surprises regarding the metering and billing experience; everything is clear with our 2-year contract, so we are good to go.

It's hard to dig into it, but I estimate that the number of tickets opened with our dev team drops by probably 30 to 40% after using Upwind.

My advice for others looking into using Upwind is that if you are seeking a strong CNAPP with an advanced runtime and strong CDR capabilities, this is the product.

On a scale of 1-10, I rate Upwind a 10.."

Guy Fridman
Head Of Security Operation And Response at a hospitality company with 1,001-5,000 employees

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Top Industries

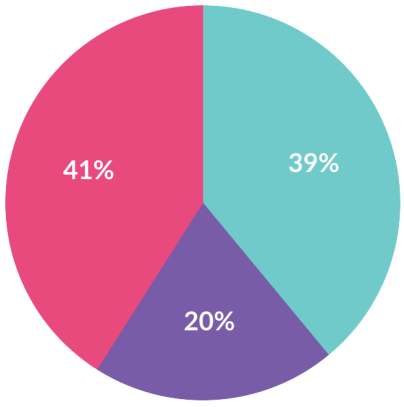
by visitors reading reviews

Outsourcing Company	13%
Financial Services Firm	9%
Comms Service Provider	8%
Healthcare Company	7%

Company Size

by reviewers

by visitors reading reviews



Large Enterprise Midsize Enterprise Small Business

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