

Win Wire Brief – Retail Company

Company & Situation Overview

Company Overview: The company is a manufacturer and retailer of window treatments in the United States. They make and sell custom window blinds, shades, and shutters made of wood, faux wood, fabric, and vinyl.

Challenge:

- Needed to quickly enhance their security posture
- Expiring Cylance agreement for endpoint protection — Endpoint protection agreement with Cylance up to expire
 - The business needed to quickly identify if they wanted to renew or find a new Endpoint Protection Platform needed to ensure EPP would provide complete protection of their enterprise and not overwhelm their small IT team

Ntirety Solution

Differentiators: Ability to either integrate with existing Cylance or replace with XDR, ability to move quickly to meet their deadline, ability to expand services over time into other areas, i.e., Managed Services.

Products:

- Managed SOC/SIEM services with Endpoint Protection (XDR) combined with internal and external vulnerability scanning

Deal Size: \$13K MRR

Scope of Solution: A security solution that provided protection of their entire enterprise that included endpoint protection. The solution must allow for visibility to and collaboration with their small IT team