

Win Wire Brief – Travel & Tourism

Company & Situation Overview

Company Overview: Founded in 2006, the company is a hotel development, management, and investment firm that has developed, opened, and currently manages numerous properties. 12 hotel properties a year ago - grown to 50 hotels and growing into multi-family residential units in the coming years. The corporate office has 100 employees.

Challenge:

- A file server was hit by ransomware
 - Cloud was not affected
- No one was watching it
- No protection such as geofencing
- Hacker was in the environment for 2 months before detection
- After they were hit, they spent a lot of time dealing with their insurance company

Ntirety Solution

Differentiators: We could provide 24/7 fully managed SOC/SIEM services

Products:

- SOC/SIEM Services and Managed Security Awareness Training

Deal Size: \$6,087MRR, \$4,827 NRR

Scope of Solution: SOC/SIEM Services and Managed Security Awareness Training