

Win Wire Brief – Telecommunications

Company & Situation Overview

Company Overview: This company is the leading trade association representing the global information and communications technology (ICT) industry through standards development, policy initiatives, business opportunities, market intelligence and networking events. With support from hundreds of members, this company enhances the business environment for companies involved in telecom, broadband, mobile wireless, information technology, networks, cable, satellite, unified communications, emergency communications and the greening of technology. This company is accredited by ANSI.

Challenge:

- Legacy security platform and previous incidents

Ntirety Solution

Differentiators: The ability to evaluate and specify a fully managed security framework.

Products:

- Upgrading to Managed Security w/ new Firewalls
- Cross-layered detection and response (XDR)
- LogRhythm

Deal Size:

- \$13,000 MRR

Scope of Solution: Upgrading to a fully managed security platform.