

# **BATTLECARD**

### Channel Partner

Thrive is a leading application enablement provider for Enterprises in a Cloud and SaaS-based world. As one of the largest Managed Services Providers in the United States, Thrive optimizes business application performance with their Suite of Next Generation Managed Services, which include Public, Private & Hybrid Cloud management, Cybersecurity, Networking, Disaster Recovery and more. Thrive's Next Generation Platform helps compliance-driven businesses solve complex IT problems by delivering peak application performance around the globe, 24×7.

As one of the largest managed service providers (MSPs) in the United States, Thrive focuses upon mid-market clientele with a strong concentration in the Financial Services sector. In addition to Private Equity, Hedge Fund, Banking and Asset Management, Thrive also has strong practices in Life Sciences, Healthcare, Higher Education, Retail and other industries known for having extensive storage needs and strict security requirements.

#### **About Us**

- · Founded in 2000
- Total Employees: 250+
- Technical Engineers: 200+
- Technical Certifications: 470+
- Customers: 950+
- · SOC II Type 2 Certified
- End-User Machines Supported: 30,000+
- Total Devices Supported: 55,000+
- · Office Locations:
  - Foxborough, MA (Headquarters)
  - Tewksbury, MA
  - Portland, ME
  - New York, NY
  - Charleston, SC
  - San Francisco, CA

#### **Client Base**

- 950+ Customers in 45 states and 8 foreign nations
- We develop close partnerships with our clients to create a customized solution that meets the exact needs of their unique organization

#### **Solutions**

Flexible platform of enterpriseclass technology solutions for businesses of any size, paired with an unmatched dedication to customer service

- · Cloud Management
- Cybersecurity
- Disaster Recovery
- Compliance
- Managed IT

### **Key Differentiators**

- 200+ talented, dedicated engineers that service our clients' needs first
- The ability to manage client infrastructure whether on premise or in the cloud
- The ability to provide complete network and/or security health assessments

### **Leadership Team & Financial Strength**

- Seasoned leadership team with a combined experience of 120 years
- · Financially strong and profitable company
- Backed by M/C Partners (Boston, MA) who has a 30+ year background in technology & communications

## Cloud

- What's your company's executive strategy for migrating to the Cloud?
- What's your company's strategy for leveraging the Cloud?
- What applications are you looking to migrate and why?
- Are you in need of a hardware refresh?
- Do you have specific compliance needs?

## Cybersecurity

- Are you confident in your current email security strategy?
- What tools are you using to analyze threats to your environment
- Do you offer training geared toward the prevention of phishing attacks?
- Does your current Security plan meet your regulatory requirements? HIPPA, SEC/FINRA, PCI, SOX, Mass Privacy?
- Does your current Security plan meet your vendor or client requirements?
- Are you currently educating your end users on security awareness?
- Do you have an incident response plan in place?
- Have you been affected by Malware, Email Spoofing or Phishing? Any of your partners or vendors?

## **Disaster Recovery**

- When was the last time you tested your Backup and Disaster Recovery Plans?
- Does your current backup plan provide for Business Continuity?
- Do you have a fully tested Disaster Recovery Plan?
- Has your business been affected by Weather related Emergencies?
- Does your Business Continuity strategy (RTO/RPO) meet your business objectives?
- Does your current O365 strategy include scanning and backing up your data?