



A privately-held holdings company, comprised of subsidiary companies in the marketing, sports, and entertainment industries, was searching for a remote business solution after more than 150 onsite employees were forced to work from home during the global pandemic.



CHALLENGE

The company did not have infrastructure or procedures in place to mobilize and maintain a remote workforce. In addition, the client's current Managed Services Provider did not provide recommendations to its on-premises application infrastructure and did not deliver next-generation services for resiliency, performance, and Cyber Security. The client's IT performance began to suffer and the company's leadership team was not confident that the employees in their remote environments were protected from cyberattacks or other network disruptions.

SOLUTION

Thrive worked closely with trusted partner Cynergy Telecom to identify gaps and improvements needed to develop a comprehensive security and operations strategy that would meet the business' current and evolving IT requirements. Thrive experts designed a roadmap for transformative services to enhance business operations with a workforce across hundreds of locations, while securing sensitive data across the company network.

- ◆ 24x7 Thrive Network Operations Center services
- ◆ Upgrade to next-generation firewalls in anticipation of a return to their offices while decommissioning some older network infrastructure in preparation for a smaller in-office workforce
- ◆ ThriveCloud: Migrate on-prem workloads to one of Thrive's hyperconnected, secure Cloud nodes
- ◆ Managed Azure: Migrate active directory services and manage in Azure
- ◆ Managed Office 365 for increased Cloud collaboration
- ◆ Disaster Recovery-as-a-service for all critical applications
- ◆ Cyber Security Program Improvements:
 - Implement and manage single sign-on with multi-factor authentication using Azure AD across six different SaaS and Cloud applications
 - Managed Microsoft Intune for Mobile Device Management
 - Migrate from last generation anti-virus to Thrive's next-generation managed Advanced Endpoint Detection Response and Remediation platform
 - Managed Patching Program with remediation
 - Vulnerability Management program across workloads in AWS, Azure, and ThriveCloud
- ◆ Access to Thrive's dedicated account teams and POD engineering model for rapid response and accountability
- ◆ Utilize Thrive's Client Portal powered by ServiceNow to manage service, communications, accountability, and reporting through one central location

Partner Experience

Thrive was chosen over competitors and the existing provider due to Thrive's customer-first and consultative approach. The client preferred Thrive's constant communication and expertise throughout the entire process with custom solutions to best meet its IT infrastructure needs and objectives.

After close to 23 years in business, I believe I'm qualified to say that the experience has been very positive, presale through support and we will be working even closer with Thrive on other client needs. Thank you, Thrive Team." ~ Jeff Cohen, Cynergy Telecom



DEAL OVERVIEW

MRR

\$26,569

TERM

3 YEARS

SALES CYCLE

6 MONTHS