

# CHANNEL WIN

## Partner Feedback



*I originally brought in an MSSP a few years ago to displace 11 different security vendors for a client of mine in the financial services vertical. We got a piece of the pie, but in the end there were too many issues with this particular vendor and so I turned to Telarus for a recommendation given the customer environment.*

*Thrive's ability to provide end to end IT outsourcing and strong focus on cyber security made them a lead candidate for this opportunity centered around SIEM and EDR. The team engaged with myself and the customer very quickly and successfully, meeting the customers' needs all the way along. In the end, I have tremendous faith in the Thrive team and can't wait to see it in action. This will result in further sales within my customer base.*

**Scott Moeller**

IT Resource Strategist and Broker  
Portfolio Communications



### Thrive's Cyber Security Advantage

From essential security services to a deeper set of full-spectrum advanced engineering coverage, Thrive provides flexible security options to meet any compliance or security-driven mandates.

**Partner:**  
Portfolio Communications

**Vertical:**  
Regional Bank

**Service:**  
SIEM & EDR

**MRR: \$6,075**