

# Protect Your Remote Workers with Endpoint Security and Managed SIEMaaS

CASE STUDY

Offer Expires: March 31, 2021



## Value

SIEM and EDR are two great services to bring Thrive in for as a first opportunity into a new account. Our ability to expand within accounts is highlighted in the below case study, and these services in particular serve as excellent entry points into accounts.

## Promotion

Sell Thrive's Managed SIEM-as-a-Service (SIEMaaS) with Security Monitoring and Endpoint Security and Response and receive 2X MRR. Promo is for SIEMaaS and EDR services only on new 36-month customer contracts. This promo is only being offered to our channel partners for new logos and new services. **Contracts need to be signed before March 31, 2021.**

### Managed SIEMaaS with Security Monitoring

Powered by the robust Fortinet FortiSIEM platform, Thrive Managed SIEMaaS with Security Monitoring delivers advanced data correlation and real-time analytics, made possible by FortiSIEM Machine Learning and User and Entity Behavior Analytics (UEBA), all monitored by Thrive's 24x7x365 Security Operations Center to identify and assess real-time threats to your organization.

### Endpoint Security and Response

Powered by Fortinet's FortiEDR platform, Thrive's Managed Endpoint Security and Response service provides proactive, real-time, fully automated security with orchestrated incident response across all devices covering current and legacy operating systems.

## CASE STUDY

### Charitable Foundation

Account has grown from \$3,200 a month to \$21,100 a month

#### Situation

- Large, well known charitable foundation
- 500 employees
- In need of several security services
- Proactive partner engagement
- National footprint
- Initial contact was regarding interest in SIEM

#### Thrive Solutions Timeline

- February 2019-Partner is interested in a "SIEM Demo"
- May 2019- signed recurring contract for \$3,200 (security monitoring)

- August 2019-Additional devices added to security monitoring, \$1,200/monthly
- September 2019-Managed Firewalls and Remote Access added, \$3,700 monthly
- October 2019- Office265 Backup added, \$2,500 monthly
- March 2020-Additional (Site 2) Firewalls added, \$4,000/monthly
- April 2020-Additional Security monitoring, \$300/month
- July 2020-Security Response and Remediation-\$2,100/monthly

For more information, contact your **THRIVE SALES REP.** at [channelpartners@thrivenetworks.com](mailto:channelpartners@thrivenetworks.com)