CASE STUDY

▶ COMPANY OVERVIEW

Data Partner Inc. is the world's information technology (IT) integrator of choice for solving the most complex IT business challenges.

Data Partner strives to build trusting and long-lasting relationships with its customers, which range in size from major enterprises to small- and mid-sized organizations. Their goal is to deliver state-of-the-art custom solutions that meet long-term business needs. The company's focus is providing its customers with complete IT solutions that include all critical elements. Data Partner also ensures that customers will know how to manage their infrastructures after delivery and configuration are complete.

Data Partner specializes in storage, cybersecurity, networking, and virtualization technologies. The company offers cloud services and migration assistance, as well as network design, backup, and disaster recovery (DR) services, professional staffing and managed security services.

▶ THEIR CHALLENGE

The company's leadership realized the cybersecurity industry's status quo for preventing breaches needed a complete overhaul.

"We needed to take our approach to preventing breaches in an entirely different direction, one we could fully stand behind when making recommendations to our customers," says Connie Mack, CEO of Data Partner Inc. "Comodo's auto-containment technology introduced us to a radically new and far superior approach.

Data Partner worked with Comodo as a reseller partner for a number of years. To meet its customers' growing needs for resilient and robust information security, Data Partner planned to become a managed security service provider (MSSP), as well. To make this transition, Data Partner needed additional security operations center (SOC) support.

▶ THE SOLUTION

Data Partner chose Comodo's next-generation SOC-as-a-platform (SOCaaP) solution to enhance its security operations capabilities and support its transition to the new business model.

By joining forces with Comodo, Data Partner was able to take advantage of the world's only complete and entirely comprehensive SOCaaP offering, which includes the people, processes, and technology an IT provider needs to instantly expand its security services portfolio. Data Partner now has the capability to detect threats, intelligently analyze incidents, and actively respond in real time, 24 hours a day and seven days a week.

Data Partner also benefits from an ongoing relationship with a vendor who is deeply committed to helping its partners grow.

THE SOLUTION
(CONTINUED)

"Our SOCaaP provided everything Data Partner, Inc. needed to make the transition to an MSSP," says Alan Knepfer, President and Chief Revenue Officer at Comodo. "Our goal is to serve our partners in such a positive way that we change their business for the better. Our relationship with Data Partner is a perfect example of that."

Comodo's SOCaaP is the only SOC platform on the market today that natively integrates Comodo's patent-pending auto-containment technology. This industry-leading approach to breach prevention renders ransomware, malware or other cyberattacks useless, giving Data Partner and its customers uniquely robust protection against today's most pressing threats.

RESULTS

- Increased visibility into known and unknown threats.
- Reduction in operating expenses.
- Able to deliver better custom-tailored solutions and customer experiences.
- Zero false positives while running in a customer environment.

> "Artificial intelligence and machine learning solutions "learn" from bad behaviors. The result is limited visibility of unknown threats and an influx of false positives. With Comodo's Advanced Endpoint Protection, we've been running in a customer environment with a zero false-positive ratio.
>
> — *Data Partner Inc's* **Technical Team**

CONCLUSION

With Comodo's next-gen SOCaaP supporting its security operations, Data Partner is ready to grow its business and deliver in-demand services to its customers.

Today's complex and rapidly evolving threat landscape and the challenges of finding enough skilled security analysts make these capabilities more essential than ever. Pairing them with the world's only active breach protection based on auto-containment technology solves the industry's biggest challenges, truly changing the game.

CONTACT DATA PARTNER, INC. FOR MORE INFORMATION

LEARN MORE ABOUT COMODO'S PARTNER PROGRAM