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Infonet Solutions Grows Revenue And Protects Clients With Infinity External Risk Management

INDUSTRY	HEADQUARTERS	COMPANY SIZE
Technology Solutions	Curtarolo, Padova, Italy	130 employees

OVERVIEW

Infonet Solutions is a leading partner for the design, development and management of advanced IT infrastructure in manufacturing and service companies, health centers, public bodies and general complex structures.

Infonet Solutions comes from more than 30 years of experience in the big and fast-forwarding European ICT market. Born as a small, structured cabling company in the 90's, Infonet Solutions evolved ever since entering in the Italian top-list of managed IT service providers.

The strength behind this unstoppable growth and its success resides in Infonet Solutions' founders,

OUR SOLUTION

Infinity Platform Services
Collaborative Security Operations & Services

which are still the beating heart of the company and the brain behind its constant evolution and willingness to expand towards new horizons.

In 2018, Infonet Solutions expanded into New Zealand, and by 2020, Infonet Solutions further extended its presence to the USA, bringing over its knowledge and expertise to share it with those businesses looking at growing with the right partner.

> Infinity External Risk Management allows us to be more efficient and, because it's a multi-tenant solution, we can easily see all of our clients' environments, the risks they face, and what issues need to be addressed.
>
> *Alessandro Paiusco, IT Cyber Security Solutions Advisor at Infonet Solutions*

CHALLENGE

Infonet Solutions was seeing demand from clients for many different capabilities: cyber threat intelligence, external attack surface management, deep and dark web monitoring, digital risk protection, and more. Most of the vendors they contacted only covered one or two of these use cases, but deploying and managing half a dozen new point solutions wasn't practical in terms of time or resources.

Moreover, most of these products didn't give them the ability to create new tenants independently, instead requiring them to contact support at the vendor for each new environment. The lack of autonomy and single-tenant architectures were not well-suited to the needs of an MSSP with many accounts to service.

SOLUTION

External Risk Management (ERM) is a comprehensive solution that combines threat intelligence, deep and dark web monitoring, brand protection, attack surface management, and supply chain intelligence into a single solution. Its multi-tenant architecture and intuitive interface gives MSSPs the ability to independently create new tenants for product demonstration and proof-of-concept purposes, accelerating sales cycles and driving revenue growth.

OUTCOME

Infonet Solutions deployed Infinity External Risk Management to great results and satisfaction from their clients. The combination of many capabilities in a single solution reduces both the number of products they need to manage and the amount of time they must commit to managing external cyber threats. Because of its multi-tenant architecture, Infinity ERM also allows Infonet Solutions to manage many environments from a single instance, with the ability to jump back and forth between different tenants with a few clicks. Infonet Solutions can also deploy new tenants as needed, allowing them to be more agile in actively selling to accounts that express interest in external risk management capabilities.

> We like that Infinity External Risk Management allows us to independently create new tenants for demonstration and proof-of-concept purposes, which is a huge benefit because it allows us to be agile and act quickly when a client is interested in these capabilities. We also found the onboarding process to be much smoother and the user interface to be much more intuitive compared to other products we evaluated.
>
> *Alessandro Paiusco, IT Cyber Security Solutions Advisor at Infonet Solutions*

ABOUT CHECK POINT

Check Point Software Technologies Ltd. (www.checkpoint.com) is a leading AI-powered, cloud-delivered cyber security platform provider protecting over 100,000 organizations worldwide. Check Point leverages the power of AI everywhere to enhance cyber security efficiency and accuracy through its Infinity Platform, with industry-leading catch rates enabling proactive threat anticipation and smarter, faster response times. The comprehensive platform includes cloud-delivered technologies consisting of Check Point Harmony to secure the workspace, Check Point CloudGuard to secure the cloud, Check Point Quantum to secure the network, and Check Point Infinity Core Services for collaborative security operations and services.

LEARN MORE

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