



THRIVE SM

Overview

Erik Young, VP of Channel
Matt Powers, Channel Program Manager

Why is Thrive Different?



**NextGen Managed
Services Provider**



**Advanced Security
Services**



**Extensive Expertise in
Traditional Information
Technology**



**Size and Scale to
Reach Nationwide**

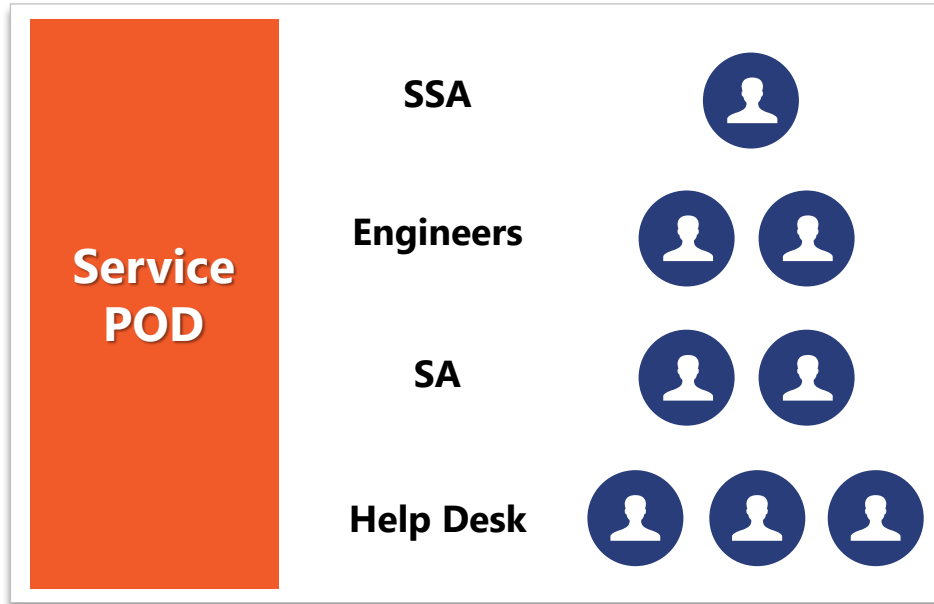
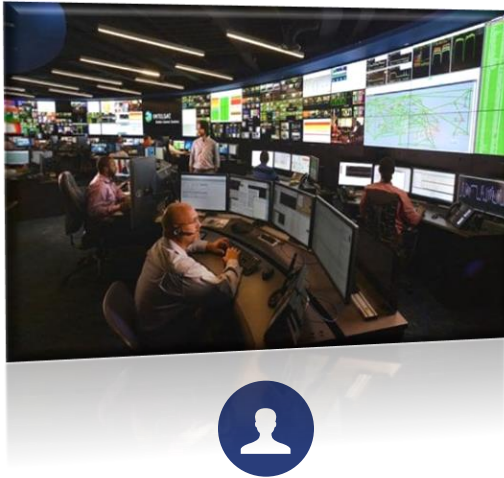
Service Delivery Model



**Principal
Consultant**

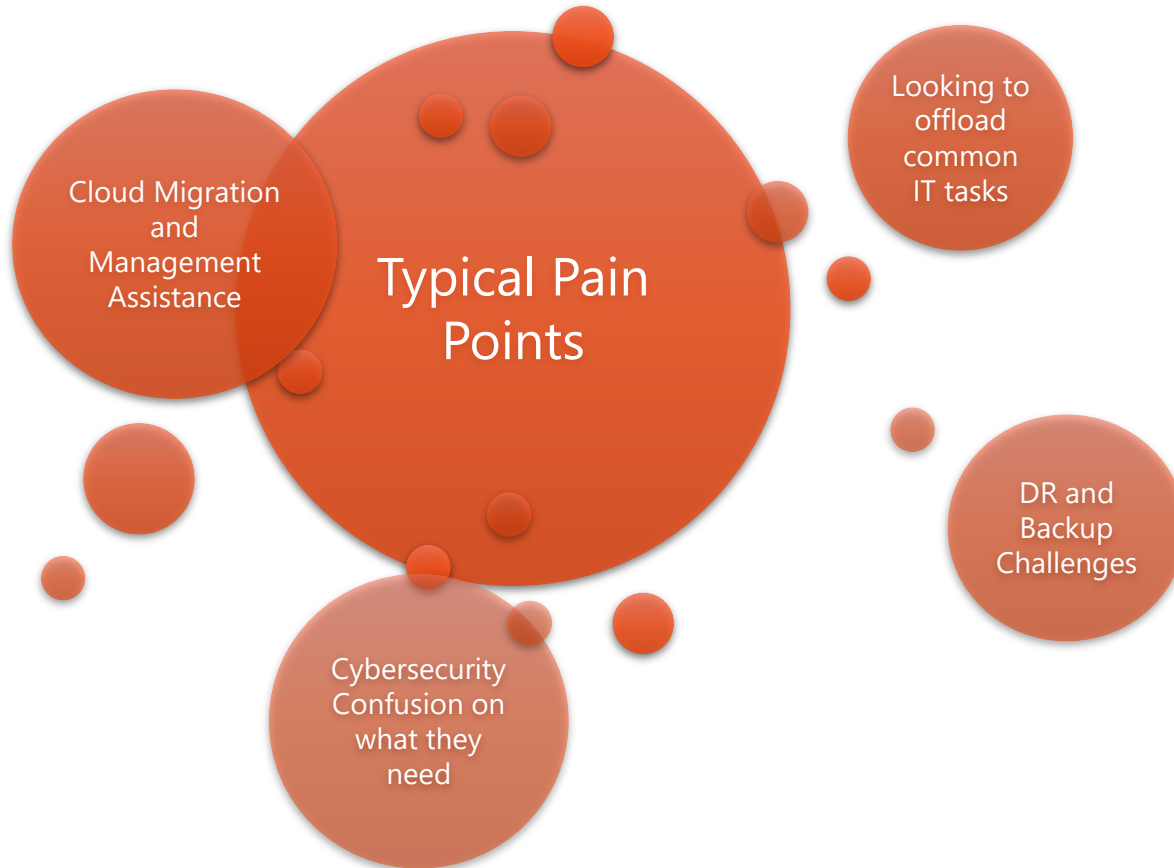


**Engagement
Manager**



CLIENT MANAGEMENT

Typical Pain Points



Best Fit Opportunities



Prospective Client

- ◆ 50+ employees
- ◆ Compliance regulations; HIPAA, FINRA, Etc.
- ◆ IT team of less than 5
- ◆ Budget > \$2k per month (NextGen Services)



Focused Verticals

- ◆ Financial Services
- ◆ BioTech
- ◆ Healthcare
- ◆ Retail



Looking at

- ◆ Digital Transformation
- ◆ Hyperscale
- ◆ Improved Security Posture

Bad Fit Opportunities



Client: Small Public Relations Company

- ◆ 10 employees
- ◆ Looking for a quote competitive to \$800
- ◆ Standalone MDM



Client: Small Auto Dealership

- ◆ 15 employees
- ◆ Want management of existing infrastructure with no warrantee
- ◆ Budget of \$2,000



Client: Non-Profit Tutoring Center

- ◆ 25 employees
- ◆ Looking for help desk and O365 licensing

Customer Challenge A

Multi Site Retail Company



Situation

- ◆ 86 Locations
- ◆ Increasing regulatory requirements
- ◆ State data privacy regulation requirements
- ◆ New mobile application has increased their data output

Thrive Solutions

- ◆ Managed Patching
- ◆ Managed Firewalls with access points at each location and unified threat management
- ◆ Advanced email security
- ◆ MDM for Mobile Devices used by sales reps and in store associates
- ◆ 24x7 SIEM & SOC for Advanced Threat Detection and Remediation
- ◆ Data Center managed backups and DRaaS

Customer Challenge B

Financial Services Company



Situation

- ◆ 100 employees
- ◆ Increasing from 1 site to 5 based on model shift
- ◆ New regulatory requirements
- ◆ Addition of remote employees

Thrive Solutions

- ◆ Office 365 backup and recovery, resilience for all users
- ◆ Advanced email security with archiving for compliance
- ◆ Endpoint threat detection, response and remediation
- ◆ Security Awareness Training for each site
- ◆ Monthly vulnerability assessments and management programs execution
- ◆ Managed threat detection and SIEM with a 24x7 response of remediation of threats



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