

Overview

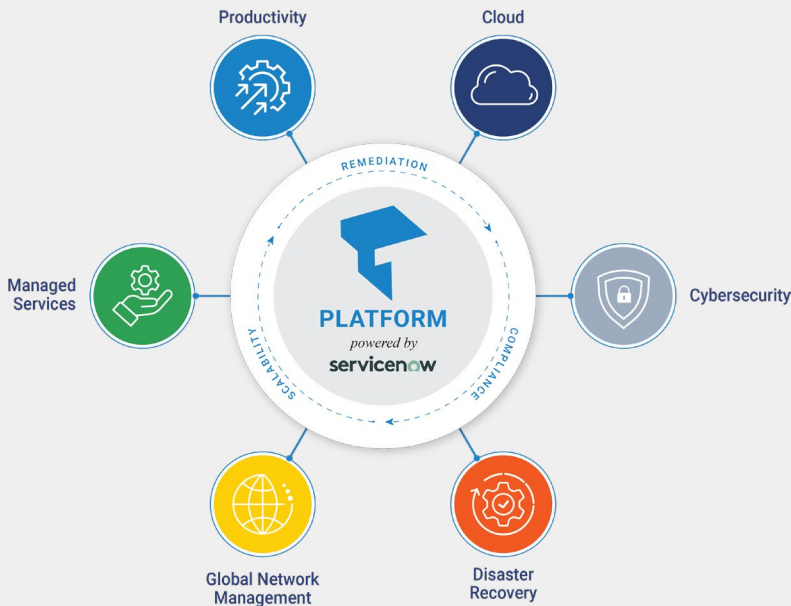
Thrive delivers global technology outsourcing for cybersecurity, Cloud, and traditional MSP services. Thrive's NextGen platform enables customers to gain business advantage through standardization, scalability, and automation. Thrive aligns each client with a team of subject matter experts that know their industry and company inside and out to ensure a positive client experience. Thrive's high-touch service drives better strategies, service, and support from day one.

Key Differentiators

- Automation and orchestration Managed Services platform built on ServiceNow that optimizes the client experience
- NextGen platform of products, services & technologies
- Advanced cybersecurity services
- POD approach of subject matter experts and dedicated technical service delivery team focused on your company and vertical
- Consultative approach using the Thrive5 Methodology

Leadership

- PE backed by Court Square Capital (New York, NY) and M/C Partners (Boston, MA)
- Court Square portfolio companies include: Ahead Technologies, DataBlue and Momentum Telecom
- M/C Partners portfolio companies include: Zayo, Lighttower, Involta, and Denovo
- Senior management has more than 100 Years of technology service experience



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Why Thrive?

- Subject matter experts /POD approach
- Team of 800+ engineers
- Land and expand
- Security first solutions
- Global 24x7x365 SOC, NOC, and centralized services teams
- CSAT 98%

Superpowers:

- Channel friendly
- Financial services
- Consultative approach
- Dedicated verticalized support team
- End-to-end IT and cybersecurity
- Vendor consolidation
- Vast experience with M&A integration
- vCISO and vCIO offerings
- High-touch service
- Business outcomes & ROI

Ideal Client:

- 50-5,000 employees
- Regulated/compliance driven industry
- Understaffed/overworked IT team (5-10 employees)
- View technology as an investment
- Seeking long term technology partner
- History of outsourcing
- Outgrowing their current MSP

Not A Fit:

- Standalone help desk
- Project work only
- Standalone licensing

Thrive with us.

Need help? Questions? Need to register a deal?
channelquestions@thrivenetworks.com

Qualifying Questions

Cybersecurity

- Are you outsourcing 24x7 SOC services or leveraging an MSSP today? If so, which vendor and for which services? How are they performing?
- Incident response: How is incident response handled? If a cyber event happened today, do you have an incident response provider or IR plan in place?
- Have you done a 3rd party cyber risk assessment or pen-test in the past year?
- Security training: What security training do you provide to your staff?
- Compliance: Are there any compliance demands with data (HIPAA, SEC, Mass Data Privacy, etc.)?
- Security risks: Where do you think your major security risk is?
- Are you monitoring your firewalls for threats?

Cloud

- Have you or are you migrating from on-premise servers to Azure? If so, are you working with a vendor?
- What applications have not moved to SAS yet?
- Are you still running on-premises server infrastructure?
- Are you looking to better leverage MS365 for your staff?
- Data storage: Is data saved and stored or backed up using a cloud or an on-premise solution?
- Do you test your backups or disaster recovery?
- Do you have immutable backups?

Finding Opportunities

Low hanging fruit opportunities – These are the ones that will take a meeting just based on your relationship with them. We can help discover and qualify, and will always let you know it would be a better fit for another supplier. You can use an introduction like: “I’d like to introduce you a good friend of mine at Thrive, they provide managed IT, cybersecurity and cloud solutions.”

Obvious opportunities – Customer has identified a gap and/or a service they are looking to outsource. Most common are MDR, SIEM, Cloud, DR and Backup. Some questions to ask: Have you identified any gaps in your cybersecurity program that you are planning to fulfill in the next 12 months? / Are you looking to outsource any aspects of your cybersecurity to a managed services provider? Are you looking to outsource or find a new provider?

Not sure opportunities – Customer is not sure if they need something, or they think they are all set. This is a great time to ask “when was the last time you had a 3rd party validate your cyber program?” We offer a comprehensive fully validated assessment that gives them concrete data on where they need to be investing as it relates to cybersecurity. These generally run about \$15k to \$30k, and we offer up to 50% back if they sign up for managed services within 12 months.


They don’t need anything opportunities – Customer says they are all set. You can ask “how often do you do a pen test?” and “are you satisfied with the company that does them?” Thrive now offers autonomous penetration testing, which works extremely well and is very cost effective (\$8k for the first one, \$5k after that). In fact, we are now offering this as recurring service with quarterly testing.

Vertical Focus

- Financial
- SLED
- Healthcare
- Legal
- Life Sciences

[Hear from our customers >](#)

CASE STUDY

- **Client:** 
- **Vertical:** Healthcare
- **Business Challenge:**
Improve Cybersecurity Posture
- **Services:**
 - Technical Account Management
 - Endpoint Security & Support
 - Managed SIEM & SOC (24x7)
 - Private Cloud
 - Disaster Recovery as a Service
 - Managed Web Application Firewall (WAF)
 - Vulnerability Management & Scanning
- **Term:** 38 months
- **MRR:** \$34K