CASE STUDY

Comcast Business EDR & MDR

Transform Manufacturer's Network Security



A Comcast Business manufacturing client needed a cybersecurity upgrade. Our seller engaged a channel partner that had previously sold a single circuit to the account. Together, we formed a strategic team to pursue the opportunity, leveraging the partner's relationship and our security expertise.

Winning Advantage

Comcast Business proposed a tailored security solution that subsequently allowed the client to pursue cybersecurity insurance. Our recommendation included a fully managed EDR and MDR solution powered by SentinelOne and Rapid7. The solution was designed to address the client's specific needs and replace their existing setup.

Delivering a World-Class Experience

Our complete cybersecurity solution delivered value through:

- Fully managed SOC services with 24/7 coverage
- Integration with the customer's existing security tools
- Customized detection rules to support faster threat identification
- Phased deployment of hundreds of assets for both EDR and MDR

Results

Comcast Business helped our client and our partner meet their goals for:

- **Organizational Simplicity:** The client consolidated security operations under Comcast Business's SOC, helping to reduce complexity and improve accountability.
- **Operational Efficiency:** The solution improved visibility and coverage across security tools, contributing to fast detection and response times.
- **Strategic Growth:** Following initial project success, the client expressed interest in additional services, including SD-WAN.

KEYS TO SUCCESS: WHY COMCAST BUSINESS

- Experience delivering managed security solutions to tailored client needs
- 24/7 SOC services and integration with existing tools
- Flexible architecture designed to support scalability
- Demonstrated ability to support complex environments

COMCAST BUSINESS
Solutions Advisor Program

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