USING TIMUS SASE FOR **COMPLIANCE** NEEDS, and MOVING **AWAY FROM ON-PREM** INFRASTRUCTURE

Case Overview

SiteTechnology was in need of a flexible, secure solution to replace their on-premises gateway. After evaluating several vendors, they chose Timus Networks for its transparency, strong onboarding, and SOC 2 certification. The Timus SASE solution successfully untethered SiteTechnology from its old infrastructure, providing seamless integration and ongoing support, making them a trusted, valuable partner for future growth.

Main Challenge: To untether from on-premises headquarters enterprise router.

Before

- Reliance on On-Premises Infrastructure
- Inflexible and Expensive Solutions
- Slow and Unresponsive Support

Today

- Transition to Cloud-native SASE/ZTNA
- Strong Onboarding and Support
- Alignment with Compliance Goals

Seamless Transition to Cloud-Native Timus SASE

Improved Security Posture and Compliance

Decrease in Support Response Time

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Challenges and Solution

As the VP of Managed Services at SiteTechnology, one of Dustin's responsibilities includes managing vendor relationships. The primary challenge was to untether from their on-premises headquarters enterprise router, which served as their primary gateway. SiteTechnology, needed a SASE/Zero Trust Network Access (ZTNA) solution that could help them transition away from that dependency.

The decision point came when it became clear that the current setup was becoming a bottleneck, especially as they aimed to achieve greater flexibility and security. Dustin and team realized that their existing solution was no longer sufficient, and they needed to make a change to better support their growing requirements.

Timus's responsiveness and willingness to go above and beyond have made them a valuable vendor for us.

Dustin Cassar

(**VP, Managed Services, SiteTechnology**)

Aside from the product performance, SiteTechnology's main priorities in selecting a new vendor were community engagement, onboarding support, and integration with professional services automation tools. During the evaluation process, Dustin initially shortlisted a competitor that seemed promising, but their support was very slow, and they required them to commit to unused licenses, which did not align with their needs as a smaller company. Timus made the shortlist, and their sales engineer went above and beyond to explain every aspect of the tool, demonstrating a level of transparency and engagement that made Dustin and team feel confident in their solution. Additionally, Timus's SOC 2 certification resonated with SiteTechnology as they are on their own path to achieving this certification.

Timus provided a comprehensive cloud-based SASE/Zero Trust Network Access (ZTNA) solution that enabled them to eliminate their dependency on the on-premises gateway. SiteTechnology implemented it by working closely with Timus's team, who offered strong onboarding support and ensured smooth integration with their existing professional services automation tools. The process was efficient, and Timus's team's dedication to understanding their needs helped operationalize the solution quickly.

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Outcome and Results

The results were positive overall. While the employee productivity tracking features did not align perfectly with one of their client's expectations, Timus demonstrated a commitment to understanding and meeting their client's high standards without compromising their own vision. This approach built trust and showed that Timus was a reliable partner. On a qualitative level, the support received and the proactive engagement from Timus's team helped address challenges effectively.

Currently, SiteTechnology is in a steady state with Timus's solution. They have successfully untethered from their on-premises gateway, achieving the flexibility and security that they were aiming for. The ongoing support from Timus continues to be strong, and they appreciate their commitment to maintaining a collaborative partnership.

Timus's approach to partnership, characterized by transparency, commitment to customer success, and their SOC 2 certification, has aligned well with SiteTechnology's values and goals. Their responsiveness and willingness to go above and beyond have made them a valuable vendor for SiteTechnology.

They demonstrated a level of transparency and engagement that made us feel confident in their solution.

Dustin Cassar

VP. Managed Services, SiteTechnology

Connectivity and Security in One

Always-On Secure Access, ZTNA, Safe Browsing, Dark Web Monitoring and more under a single SKU for layered security.

Easy to Deploy and Manage

100% cloud-based SASE solution. No hardware. No maintenance. Deploy in less than 30 minutes.

Built on Zero Trust

Timus SASE users connect through private, never shared cloud-hosted gateways. Protect employees, wherever they work from.

SiteTechnology.
POWERED BY QUICKTECH

SiteTechnology is a specialized technology partner built for growth-oriented companies. Our service offering is built around long-term partnership, and focused on providing full-service value across different disciplines. We provide Technology Advisory, Cloud Infrastructure, Business Applications, Data & Analytics and Managed IT Services.

What makes us unique is our ability to not just be a service-provider, but to be a strategic partner. Our Managed IT services are integrated with our technology consulting offerings, and that is what allows us to deliver value to our clients consistently over time.

ABOUT
TIMUS NETWORKS

Timus provides a 100% cloud-based zero trust network security solution with secure, always-on connectivity to company resources. The solution, built by firewall experts with decades of cybersecurity experience, was designed from the ground up to simplify securing business data and resources utilizing the latest technologies.

Timus serves MSPs and their business clients by providing a layered security offering built on the principles of Zero Trust Network Access.

timus
ZERO TRUST NETWORK PROTECTION

timusnetworks.com