todyl

Pivoting to Security-First to Quickly Scale

About Exceed IT

Exceed Cybersecurity and I.T. Services is an MSP/MSSP based out of Frederick, Maryland that serves clients across highly regulated industries including government contracting, financial services, insurance, and more. Exceed's President, Brian Guenther, has high growth goals and saw an opportunity to streamline and strengthen the company's existing stack with Todyl to bring on more business in one of their target industries: Department of Defense contractors.

Results by the numbers:

40%
Less time spent onboarding new clients

50%
Reduction in costs compared to their previous stack

50%
Reduction of products in their security stack

Consolidating their stack to set up future growth

As Exceed's President, Brian Guenther's priority is bringing on new clients and scaling Exceed quickly, with a heavy focus on attracting new business in the defense contractor space. To reach his lofty growth goals, Brian knew he needed to prioritize a strong security technology stack that would keep his clients protected and compliant. But he also knew that he needed to consolidate to efficiently scale. Utilizing multiple tools created data silos across Exceed's existing stack and the team didn't have a single pane of administrative glass, creating integration and operational challenges.

> A large part of my growth strategy is building a stack that's easier to use and eliminates speed bumps to doing business. We're huge proponents of defense-in-depth and our clients need the best technology to protect them, but we also need to be aligned internally and set up for success to scale the business.

Brian Guenther
President, Exceed IT

Brian anticipated that his team's challenges would compound as they tried to scale their business and bring on more clients in the defense space, so he began searching for new technology that would meet all his initial goals.

Streamlining operations and building a trusted partnership

After a recommendation from a colleague, Brian discovered Todyl. The concept of a single-agent platform that provided everything he needed to implement defense-in-depth security and maintain compliance immediately piqued his interest.

By consolidating their security stack into Todyl's comprehensive, single-agent security and networking platform, Exceed has a single pane of glass where they can easily configure, manage, and monitor each of their client's environments. Each client has a similar connection scheme that is easier for Exceed technicians to learn and manage to streamline support. With less complexity, Exceed has streamlined the onboarding process and boosted client satisfaction.

Todyl also helps Exceed address their client's compliance concerns, regardless of which industry they're in. "A lot of our potential clients come to us with compliance questions, specifically around CMMC and DFARS given our focus on the DoD contractor space," Brian says. "Todyl helps us quickly go to market with different packages based on a client's compliance needs and we can give them confidence that vital components of their compliance requirements are addressed."

Beyond fine tuning to a stack that they're happy with, another key to Exceed's growth is forming strategic partnerships with providers they can trust, like Todyl. As a successful business owner, Brian knows how important it is to partner with those he genuinely enjoys working with, especially a partner that's responsive and receptive to his company's needs.

> "Todyl's account management team has been a huge asset to us," Brian says. "We rely on their expertise, and we can always turn to them with any questions. Working with Todyl feels like a true partnership because they make time for us, listen, and implement our feedback."

ABOUT THE
Todyl Security Platform

SASE Secure Access Service Edge
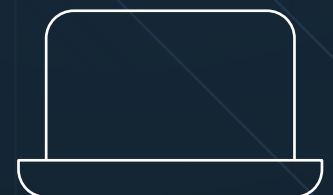Empower your business with always-on security and frictionless connectivity

Managed Cloud SIEM Security Information and Event Management
Gain unprecedented visibility for real-time, correlated threat detection, investigation, and response.

MXDR Managed Extended Detection & Response
Extend your security operations with a 24x7 managed SOC and dedicated account manager helping across the security lifecycle

LZT LAN ZeroTrust
Stop lateral movement, APTs, and the spread of threats while securing internal networks

EDR+NGAV Endpoint Security
End attacks before they become a breach by unifying EDR+NGAV

GRC Governance, Risk, and Compliance
Take charge of compliance and identify opportunities to strengthen security postures with real-time visibility

Learn more at
www.todyl.com