

PCS partners with the winning team at Exclusive Networks to deliver best-in-class security solutions and services



Introduction

Vishal Nanda is the vice president of engineering at PCS, an IT solutions and managed services firm with offices in Florida, Georgia, and Alabama. “Technology is no small investment. You want assurance that the vendor you choose knows what they’re doing,” says Vishal. “PCS has earned a stellar reputation throughout the Southeast for their responsive, personalized, and professional approach. We care about our customers. One security breach could be very costly and damage an organization’s brand.”

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To prevent that from happening, PCS offers design, implementation, and managed services including Security Operations Center (SOC)-as-a-Service, Security Information Event Management (SIEM) and other infrastructure monitoring, and threat remediation.

PCS is a minority and woman-owned business that provides solutions for cybersecurity, networking, cloud, mobility, unified communications, virtualization, and more. PCS has expertise in almost any industry, but has acquired unique capabilities to support education, government, healthcare, finance, manufacturing, retail, transportation, and hospitality customers. The highly skilled team at PCS has numerous certifications from several leading vendors including HPE, Fortinet, and Extreme Networks.

The Challenge

The FBI reported a 300 percent increase in cybersecurity threats in 2020, and experts predict that an attack will occur every eleven seconds in 2021¹. Given escalations in the frequency and sophistication of today’s cyberthreats, PCS customers must react quickly to prevent serious consequences. “Many of our customers need us to deliver solutions and services last minute,” says Vishal. “In order to respond quickly with

1. <https://thehill.com/policy/cybersecurity/493198-fbi-sees-spike-in-cyber-crime-reports-during-coronavirus-pandemic>

best-in-class solutions, we rely on Exclusive Networks for our distribution needs.”

The global pandemic has increased the size and truncated the timing of most digital transformation initiatives, which now account for over 50 percent of most IT budgets². These initiatives require a breadth of security solutions that can be managed more easily from a single console. “Our customers don’t have the resources or desire to manage a dozen or more disparate security solutions,” states Vishal. “They need a single pane of glass to simplify processes and reduce efforts.”

Remote workers exacerbate the security risks as most ransomware attacks use “brute force” to take advantage of “back door” security holes in remote desktop protocol (RDP) connections³. With mobile workforces expanding the attack surface, PCS customers need proven and reliable security solutions coupled with responsive managed services and certified expertise.

The Solution

“Fortinet is the number one security vendor in the world,” Vishal declares. “They offer the Fortinet Security Fabric that integrates multiple security solutions and allows our team to manage them from a single console.” To assist with the selection and pre-configuration of optimal Fortinet products for customers, PCS partners with Exclusive Networks. “They operate like a well-oiled machine,” tells Vishal. “They’re knowledgeable, experienced, and fast, and help us service our customers quickly and effectively.” Three popular Fortinet Security Fabric solution areas that address current cybersecurity threats include:

SD-WAN: Traditional WAN architectures route everything through MPLS. A Fortinet SD-WAN solution, configured by Exclusive Networks, can provide the benefits of Software-as-a-Service (SaaS), public cloud apps, and unified communications while improving remote worker performance, ensuring secure application usage while lowering total cost of ownership (TCO).

Remote Workers: New remote workforce dynamics expose firms to a host of security risks and increased attacks. Exclusive Networks and Fortinet offer advanced security controls for remote teleworkers including FortiGate virtual private networks, FortiToken identity

authentication, FortiAP secure wireless connectivity, and FortiGate next generation firewalls (NGFWs).

Cloud: Distributed environments and increased teleworker demands require a more complete and secure cloud strategy. Exclusive Networks and Fortinet provide efficient and fast migration and optimization to implement a multi-cloud security strategy. Exclusive Networks’ security experts can help partners deploy the Fortinet Security Fabric and Fortinet Dynamic Cloud Security for public cloud providers to extend seamless security across distributed cloud deployments. Integrated defenses, including FortiGate NGFWs and FortiWeb to protect web applications, ensure risk-free cloud expansion.

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The Impact

Working with Exclusive Networks to deliver Fortinet Security Fabric solutions for customers has helped PCS enjoy a dramatic reduction in costs, implementation times, and maintenance requirements. “With Exclusive Networks as our partner,” declares Vishal, “we don’t need to support three shifts of personnel on a 24/7 basis, and Fortinet’s Security Fabric provides a host of benefits including greater visibility, simplified threat detection, and integrated wireless.”

These benefits were greatly appreciated by a PCS customer—a professional sports team that needed bullet-proof security solutions and managed services to ensure a winning season. “Without excellent solutions, services, and support from Exclusive Networks,” Vishal expresses, “our customer might have lost one of the biggest games in franchise history, and we might have lost a valuable customer.”

2. <https://www.crn.com/news/data-center/it-spending-will-climb-6-to-hit-3-9t-in-2021-gartner>

3. <https://www.zdnet.com/article/top-exploits-used-by-ransomware-gangs-are-vpn-bugs-but-rdp-still-reigns-supreme/>