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5370 Technology Solutions Sees Increased Revenue and 100% Client Retention with SonicWall's Comprehensive Solutions

SonicWall's Security Operations Center (SOC), combined with Managed Detection and Response services and comprehensive security portfolio, empower 5370 Technology Solutions to provide unmatched security services to their clients.

Business Need

5370 Technology Solutions, a U.S.-based managed IT and security services provider, has built its reputation on helping clients adopt technology ethically and effectively to meet their business needs. However, before adopting SonicWall's solutions, the MSP struggled to provide a comprehensive security offering for its small- to medium-sized business (SMB) clients. Without a suitable solution, SMBs were left vulnerable to advanced threats, creating a gap in 5370's service portfolio and a challenge to its mission of maintaining proactive security for customers.

With cybersecurity threats evolving rapidly, 5370 needed solutions that could help address key challenges like mitigating risks, handling advanced threats and reducing the response time to critical alerts. They also wanted a solution that would allow them to centralize security management and scale their services without adding unnecessary complexity to their operations.

Solution

5370 Technology Solutions partnered with SonicWall, leveraging their Managed Security Services and 24/7 Security Operations Center (SOC) to address these challenges. This comprehensive solution allows 5370 Technology Solutions to blend its in-house expertise with SonicWall's people, processes and technologies, providing end-to-end security for their clients.

SonicWall's SOC enabled 24/7 monitoring and response, ensuring that critical alerts were addressed promptly, even outside business hours. By incorporating Managed Detection and Response (MDR) into Capture Client, 5370 Technology Solutions strengthened endpoint security for its customers. Zero Touch Deployment simplified the onboarding of firewalls, switches and wireless access points across distributed sites, while cloud management tools streamlined the administration of security policies and infrastructure. Additionally, SonicWall's ZTNA capabilities provided enhanced access control for applications and devices, further reducing vulnerabilities across customer environments.

The partnership also provided access to dedicated engineering support from SonicWall, which helped 5370 Technology Solutions executive team stay focused on their clients' needs instead of troubleshooting complex technical issues with engineering.

"SonicWall's MDR can help you achieve peace of mind so you can focus on providing meaningful services rather than trying to parse through all the alerts on top of your other responsibilities as an MSP."

Stephen Oles
CEO
5370 Technology Solutions

CUSTOMER PROFILE

Company	5370 Technology Solutions
Industry	Managed IT and Security Services
Country	United States
Employees	5
Website	www.5370ts.com

CASE STUDY

Results

Since implementing SonicWall's solutions, 5370 Technology Solutions has experienced transformative growth and operational improvements. The company has achieved a remarkable 30% year-over-year increase in monthly recurring revenue, demonstrating the business impact of SonicWall's comprehensive solution portfolio.

Customer retention has reached 100%, underscoring the trust and satisfaction of clients who rely on 5370 for proactive and effective cybersecurity management. Additionally, SonicWall's SOC has enhanced response times to critical alerts, enabling faster resolutions and preventing potential incidents that could disrupt client operations. This efficiency has allowed 5370 to maintain its commitment to delivering high-quality managed IT and security services.

Benefits

- 24/7 monitoring and response with SonicWall's SOC, addressing threats promptly.
- Scalable solutions for SMBs, covering cloud-to-edge security.
- Improved endpoint protection through Managed Detection and Response (MDR) with Capture Client.
- Simplified management with cloud management and Zero Touch deployment.
- Dedicated support from SonicWall's engineering teams.
- 30% growth in monthly recurring revenue and 100% client retention.

Solutions at a glance

- Capture Client
- Managed Detection and Response (MDR)

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