

T todyl



Genuine
TECHNOLOGY GROUP



A fast-growing business solution provider relies on
Todyl's security platform to protect its clients in the new

Work From Anywhere World

Abstract:

Genuine Technology Group is a fast-growing business solution provider on a mission to be the IT team for its clients, providing everything from CIO-level IT strategy to boots-on-the-ground infrastructure support. Partnering with mid-size clients across different industries, Genuine supports organizations with a range of protection and security needs in the office or work-from-anywhere environments, as well as both HIPAA and Criminal Justice Information System (CJIS) compliance requirements. Previously, Genuine had used VPN clients and multiple firewalls of different kinds, all of which slowed performance and proved time-consuming to manage. To grow their business, Genuine needed to streamline backend operations while also ensuring consistent protection and optimal client experience. Genuine implemented Todyl's Secure Global Network™ Cloud Platform, a comprehensive and scalable security-first solution that is simple to manage while giving all their clients the same, affordable enterprise-grade protection. Whether their clients need to rapidly enable everyone to work from anywhere or ensure protection and compliance for devices used in the field for police work, Genuine can now quickly scale to meet all their client needs while it continues to grow a strong business.

Overview:

Since starting **Genuine Technology Group** in 2016, co-founder and CTO Ernest Murry has seen clients shift more and more to work-from-anywhere business models. As the traditional network perimeter disappears, businesses need more comprehensive protection than anti-virus at the end points and physical firewalls to manage access can provide. When Murry heard about Todyl while in a Discord group discussion, he thought it could be an ideal way to evolve Genuine's security-first approach. Todyl would allow them to replace existing VPN clients and firewalls and provide comprehensive, enterprise-grade protection to clients, all while improving the economics of running his service provider business. Murry explains, ***"We were looking for protection for our clients and for their endpoints that existed everywhere, regardless of where they were, that would allow us to provide the same level of security across our entire client base, whether it's two users or 400 users."***

For Genuine, Todyl's zero-trust architecture is the ideal solution for their clients, because devices on a client's network can connect to each other securely through the Todyl Secure Global Network, minimizing the risk of viruses, malware, or bad user decisions. Integrated tools like SIEM give them a much deeper level of visibility to what's happening with their clients. Todyl's comprehensive protection solution has allowed Genuine to significantly improve business performance in several important ways:

- 1 Simplified and streamlined backoffice operations**
 With just one comprehensive, integrated solution that is built to work all together and can be deployed in minutes to any device and all managed through one intuitive portal, the Genuine team spends less time resolving issues and more time proactively aligning with their clients' businesses.
- 2 Flexibility to scale quickly as needed**
 Because Todyl offers flexible deployment and pricing, Genuine can scale its business as it needs to, no matter how big or small the client. They can deploy the same robust protection to every client, and the standardization saves them time.
- 2 Increased performance and peace of mind**
 With Todyl, users gain secure access through the nearest data center, so performance is faster and they don't even have to know the details of how they're protected, they just know that it always works, no matter where they are. Todyl is always on, and always works, and Genuine can focus its time on advising clients.

Outcomes

One year since their initial deployment, Genuine can now easily manage three times the number of endpoints they started with. Murry found Todyl so easy to use that he and his team completed the initial setup and rollout to their clients all on their own. ***"We didn't have much need for help from the [Todyl] support team because everything's so intuitive."*** There's no hardware to ship, install or manage, just one system to learn, and one portal to use. They can deploy the same complete, integrated protection to clients in minutes. And, without passing costs on to their clients, they can do it all while improving their own business.

Key Benefits:

- 1 **Improved customer experience** by proactively preventing issues from happening and being more responsive to issues when they do occur.
- 2 **Reduced costs** from streamlined operations, eliminating the complexity of learning, installing, and managing multiple and different physical devices.
- 3 **Scaled the business more rapidly** by enabling staff to deploy and manage more endpoints more efficiently, supporting more clients faster and with fewer resources.
- 4 **Enabled alignment with business strategy** to act as business advisors to customers through proactive and real-time management of the protection strategy.

"Our ability to more than double in size would not have happened without having tools like Todyl in place that are flexible and that work, regardless of client size."



Let's get your business

Ready

Contact us today so we can help you prepare your business for the new realities of a work from anywhere economy!

Schedule a demo today!



sales@todyl.com