

T todyl

powersolution.com  
your one IT solution



One of the top 250 MSP's chooses  
Todyl's platform to protect its clients in the

**Work from Anywhere  
and Everywhere**  
Business Environment

## Abstract:

**Powersolution.com**, one of CRN's 2020 Top 250 MSP Pioneers, wanted to move away from a physical UTM firewall device and chose to adopt Todyl's Secure Global Network™ Cloud Platform. This decision was made to deliver the most comprehensive and scalable cloud-first protection strategy to its clients, while eliminating the need for up front investments and moving away from legacy on-premise security devices. With this solution **powersolution.com** can continue delivering enterprise-class protection at small business pricing.

## Overview:

While searching for SD-WAN (Software-Defined Wide Area Network) solutions to help its clients adapt to an ever-more prevalent remote worker world, David Dadian, CEO of **powersolution.com** discovered Todyl. He thought it could not only replace the SD-WAN needs, but also successfully protect clients in a more comprehensive way, while improving the overall profitability of its business. *"Todyl brings something I've not before seen in our industry: a comprehensive cloud-first security platform that covers nearly all the bases that we need to help keep our clients safe, secure and protected"*, said Dadian. Dadian chose to replace a more expensive physical firewall appliance, ranked as one of the top by Gartner, with a solution that provides better protection while reducing overall costs, thus providing a measurable ROI for powersolution.com's clients.

Dadian also found that because of the flexible pricing, deployment and ongoing support capabilities that Todyl offers, he was able to increase his overall business performance in three key areas:

### 1 No upfront investments required

**Powersolution.com**, no longer needed to make large purchases (capital outlays) in order to deliver a solution to its client.

### 2 Scale up/scale down with ease

Because of the flexibility that Todyl offers in its deployment and pricing model, **powersolution.com** is able to achieve savings by being able to plan its capacity, pay for and use only what it needs when it needs it.

### 3 Increased performance and customer satisfaction

With the ease and flexibility of deploying Todyl without hardware requirements, deployment becomes more efficient and real-time. No more procuring, shipping, and installation of physical firewall equipment.

## Outcomes

Because of Todyl, [powersolution.com](#) was able to deliver dozens of security point-solutions in the cloud, fully integrated into a single unified deployment and management system. As such, they are able to deliver security and connectivity solutions to their clients quickly, while managing their cyber security protection more efficiently.

## Key Benefits and Results

- 1 No up-front equipment costs – reduced **capital expenditure** by 50%
- 2 Deploy new solutions to clients in **minutes** instead of hours.
- 3 **Less devices, more simplicity** — by having most security moved to the cloud and under one platform, they were able to reduce the complexity of multiple devices in their solution stack and reduce training costs significantly.
- 4 More **real-time access to management** of protection infrastructure to support clients faster and with less hassle.

*“Todyl is the solution we’ve been waiting for and IT services has been waiting for. Now we can successfully protect our clients who have employees who work from the office, remotely or anywhere and everywhere”*

*- David Dadian, CEO of powersolution.com*



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!

**Contact us today!**

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