

# ENTELLIGENCE HELPED CYBERSECURITY COMPANY GROW TECHNOLOGY PLATFORM REVENUES OVER 200% IN TWO YEARS

## SUMMARY

Entelligence provided 90% of a cybersecurity company's partner business in the first two years of a new technology platform launch. In that time, quarter-over-quarter growth for the platform averaged 38%, and our consultants helped the company recognize revenues 40% faster.

**"Having a partner like Entelligence is critical. They're integrated into our company like a real employee. They go through our training & they have access to our internal resources, so they have an elevated level of knowledge and skills that they are able to present to the customer to give us an advantage with our services. That helps a lot with our credibility."**

— Head of Resident Engineering

## CHALLENGE

Bridge the talent gap to launch a new product with exponential growth.

## SOLUTION

In 2020, the technology platform was a new, high-growth product for a cybersecurity company. The company did not have enough consultants to meet soaring demand for the new technology. Entelligence helped quickly scale the platform, working as an extension of their brand for the company's customers.

## RESULTS

The cybersecurity company grew technology platform revenues over 200% in the first two years after the product's launch, thanks to Entelligence consultants, who provided 90% of the platform's partner business. "So far, Entelligence is the only one that was able to step up and find qualified candidates and make the pivot," said Director of Professional Services. "Not just to next-generation firewall but also to make the pivot to a new technology."

The company continues to rely on a steady volume of highly qualified consultants from Entelligence. Entelligence's unique combination of deep experience in enterprise IT settings and exceptional communication skills is helping the company recognize their revenues faster.



## entelligence™ **ENSOURCING** — Revolutionizing Service Delivery

**Entelligence** helps fast-growing technology companies scale smarter and grow faster through our innovative **Ensourcing Platform**. By delivering turnkey technical services under your brand, we integrate elite talent into your team and processes—accelerating product adoption, reducing churn, and driving enterprise value without added headcount or complexity.

Guided by our purpose to elevate the lives of our people, customers, and community, we are committed to our Big Hairly Audacious Goal (BHAG) of feeding 1 billion people in the next decade. **Proudly Certified™ by Great Place to Work®** and recognized as a **Fortune Best Place to Work**, we transform businesses and lives.