Inside the Win

Unifying Cybersecurity Management

Customer: Resort management company

Challenge: Complex security footprint

Cybersecurity Solution: CommandLink and Cato SASE

Business Won: ~$125,000 MRR

The Challenge

A global resort management company was burdened with a sprawling and complex security stack. The company needed to standardize its security tools onto a single platform, for easier visibility and control.

The Discovery Process

At first, the customer wanted to replace its firewalls, but conversations with the technology advisor (TA) and Josh Haselhorst, Telarus Senior Field Solution Engineer, turned into a wider discussion about the customer's need for more comprehensive management, deep visibility across its global locations, and around-the-clock operational support.

The Solution

Josh and the TA combined CommandLink for bandwidth aggregation and Cato SASE for unified security and management—improving visibility, policy consistency, and performance across all locations. To date, the deal has generated approximately $125,000 in MRR. And more projects—including firewall replacement—are now in the works.

Key Takeaways

- **Discovery Is Key:** Keep asking questions so you can get to the root of the real problem.
- **Let Telarus Do the Digging:** Book the meeting; Telarus will take care of the rest.
- **Keep the Momentum Going:** Leverage the earned trust to uncover new opportunities.

Did You Know? Technology advisors experience a 33% greater close rate when Telarus is at their side.

Contact your Telarus Partner Development Manager for a consultation.

Check out the full interview here.

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