

HOW A VALUE-ADDED RESELLER INCREASED DEAL VELOCITY WITH THREATREMEDiate

CLIENT

Value-Added Reseller (VAR)

KEY METRICS



40%
Increase in
Recurring
Service Margins



2X
Increase in
Attach Rate



100%
Hands-Off
Management

THE CHALLENGE



Selling complex security solutions slowed down the sales cycle and required deep technical expertise the sales team lacked.



Lacked the internal resources or SOC to manage security services post-sale, which drained focus from core sales activities.



Struggled to build a profitable, recurring revenue stream from security services that was easy to package and sell.

THE SOLUTION



Deployed ThreatRemediate: Complete / Silver Tier, the ideal "hands-off" managed XDR solution for the VAR model.



Vijilan's 24/7 SOC handles the entire threat lifecycle, including automated containment and full remediation, eliminating any operational burden from the VAR.



Utilized Vijilan's ThreatRemediate Enablement Kit, including a "Quick Sell Guide" and co-brandable materials to accelerate the sales process.



Vijilan's ThreatRemediate Complete is the perfect solution for a sales-focused VAR. It's easy to sell, requires zero post-sale management from our team, and our margins have never been better. The partner enablement toolkit had our team closing deals in the first week.

Director of Sales, VAR Partner



THE VIJILAN DIFFERENCE



Hands-Off Management

Our fully managed service aligns perfectly with a VAR's sales-focused model, requiring no SOC or security staff from the partner.



Easy to Sell & Profitable

We provide a simplified, high-margin solution with a recurring revenue model and a full sales enablement toolkit.



Clear Client Value

Empowers VARs to provide their SMB clients with enterprise-grade XDR protection, ensuring rapid threat containment and remediation.

