



Industry: State Government

Company Size: 30,000+ employees

Deal Summary

A state government organization engages Majentai to lead a complete Cisco Security ELA implementation using the MINT program. This approach allows the customer to quickly adopt multiple Cisco security solutions—including Umbrella DNS, StealthWatch with secure logging, and Secure Workload—without introducing new vendor paperwork. The MINT framework ensures scalable procurement options moving forward while aligning deployment with Zero Trust and NIST compliance goals.

Strategic Value

- Enables fast-track procurement using existing reseller contracts via MINT
- Accelerates adoption of Zero Trust-aligned security architecture
- Deploys 18,000 Umbrella roaming user licenses across multi-org setup
- Centralizes logging and firewall analytics with 50,000 flow rate license support
- Implements Secure Workload for 100+ apps, on-prem and cloud-based
- Reduces legal and procurement overhead for future service engagements
- Aligns with NIST compliance frameworks through full ELA utilization

Majentai is a world-class Cybersecurity services provider, dedicated to implement, integrate and operate the most resilient Cybersecurity platforms using proven state-of-the-art technologies. With a team of seasoned experts and cutting-edge technology, we deliver comprehensive solutions tailored to our clients' unique needs, ensuring their digital assets remain secure in an increasingly complex cyber landscape.

Deal Overview

- **Services:** Complete Security ELA Adoption Services
- **Date Closed:** FY'25 Q4
- **Scope:** Multi-product implementation engagement across Umbrella, StealthWatch Secure Logging, and Secure Workload, with services procured via the Cisco MINT program through the customer's preferred reseller

Engagement Overview

- **Cisco Program:** MINT
- **Engagement Drivers:** The customer required a NIST-aligned approach to Zero Trust and wanted to rapidly adopt Cisco security tools without legal delays or new vendor onboarding. MINT enabled seamless procurement via their preferred reseller.

For more information or to engage our services, please contact us at info@majentai.com or visit <https://majentai.com>