Sales Win Wire

majentai GUARDIANS

Industry: Manufacturing

Company Size: 8,400 employees / $4.4B

Deal Summary

A global manufacturer engaged Majentai to support its transition from Cisco Umbrella to Cisco Secure Access. Following a recent security workshop, the customer aligned on goals to enhance threat protection, reduce complexity, and secure remote connectivity. Majentai led the migration of DNS-layer policies, enabled Secure Access Internet (SAI) tunneling, and configured clients for remote enforcement. The DSI-funded initiative laid the foundation for broader Secure Access capabilities.

Strategic Value

- Simplified policy management and enforcement across hybrid environments
- Improved third-party compatibility and cloud-delivered access control
- Established groundwork for Secure Access capabilities (SWG, SIG, ZTNA)
- Enhanced protection for remote users via tunneling and client enforcement
- Aligned cloud security with Zero Trust and modernization strategies
- Minimized operational disruption through expert migration and tuning

Deal Overview

- **Services:** Secure Access Deployment Services
- **Date Closed:** FY'25 Q4
- **Scope:** Migration of Umbrella DNS security configurations to Secure Access, including remote tunneling setup, policy refinement, and client rollout for remote users

Partner Overview

- **Reseller:** CDW
- **Account Team:** Malkeet Nahal
- **Cisco Program:** MINT Pre-Sales (DSI)
- **Engagement Drivers:** Modernized cloud-delivered security posture and simplified policy management across hybrid and remote environments, without requiring new infrastructure

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.

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