Sales Win Wire

majentai

Industry: Medical Center

Company Size: $1B / 7,500+ employees

Deal Summary

A medical center partnered with Majentai to replace Pulse Secure with Cisco Secure Access and complete a full production rollout. Cisco handled initial onboarding, then transitioned delivery to Majentai to deploy Secure Access and integrate related EA components including Umbrella, Duo, and ISE. The legacy VPN platform was reaching end-of-life, was capacity constrained, and had become operationally cumbersome due to certificate-based authentication and limited user support. The engagement expands a limited Secure Access pilot by improving identity integrations and shifting deployment toward network tunnels to enable private access rules, better telemetry, and VPN-as-a-service capabilities.

Strategic Value

- Displaced an end-of-life VPN platform with Cisco Secure Access.
- Expanded a basic pilot into a full production rollout.
- Integrated Secure Access with Entra ID for SAML authentication.
- Added Duo integration to strengthen user authentication.
- Connected identity stores to improve access policy accuracy.
- Shifted to network tunnels for better telemetry and coverage.
- Enabled bi-directional private access rules and VPNaaS use cases.
- Activated Umbrella to drive value from existing EA investment.
- Reduced risk ahead of on-prem Epic client performance requirements.

Deal Overview

- **Services:** Secure Access Deployment Services
- **Date Closed:** TBD
- **Scope:** Deploy Cisco Secure Access to replace Pulse Secure and complete full rollout, including integrations with Entra ID (SAML), Duo, and identity stores, plus network-tunnel based private access rules and telemetry.

Engagement Overview

- **Reseller:** ePlus
- **Account Team:** NA
- **Cisco Program:** NA
- **Engagement Drivers:** Replace an end-of-life, capacity-limited VPN and complete Secure Access rollout with stronger identity integration and tunnel-based private access in support of upcoming on-prem Epic performance needs.

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