

Sales Win Wire: Enterprise Healthcare Provider

INDUSTRY

Enterprise Healthcare

COMPANY SIZE

\$9.3B • 52k+ employees

DATE CLOSED

2026

Deal Summary

A large healthcare provider partnered with Majentai to deliver Cisco Secure Workload services, beginning with a Cisco-funded pilot and expanding into a large-scale deployment. Majentai deployed Secure Workload, established visibility into application communications, and implemented enforceable segmentation controls. The engagement scaled from an initial rollout of up to 100 agents to approximately 14,000 agents and workloads, prioritizing 39 critical Epic 1-E applications in the first phase, with discovery, modeling, testing, and policy validation across critical clinical application environments.

Strategic Value

- ◆ **Reduced breach impact** through least-privilege segmentation, limiting lateral movement.
- ◆ **Delivered risk reduction** through visibility-first approach, validating before enforcement.
- ◆ **Accelerated compliance** through consistent, evidence-based segmentation controls.
- ◆ **Standardized security policy** across hybrid environments, reducing fragmentation.
- ◆ **Improved incident response** with correlated workload context, reducing MTTR.
- ◆ **Scalable Epic segmentation** through discovery, modeling, and enforcement.

Why Majentai Won

- ◆ Proven Cisco Secure Workload expertise with certified engineers across enterprise deployments.
- ◆ Visibility-first methodology reduced risk during phased rollout.
- ◆ Deep understanding of healthcare environments including Epic.
- ◆ Scaled from 100-agent pilot to 14,000-agent deployment.
- ◆ Extended Day 2 support for ongoing policy expansion and enforcement.
- ◆ Strong Cisco partnership through DSI and MINT programs.

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

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 tailored solutions for our clients' unique needs — ensuring their digital assets remain secure in today's complex cyber landscape.

DEAL OVERVIEW

Services

Secure Workload Deployment, Enforcement, and Day 2 Support

Scope

Cisco-funded pilot, followed by buildout and enforcement across thousands of workloads, plus extended deployment support.

ENGAGEMENT OVERVIEW

Reseller

WWT

Account Team

GES Central

Account Team Members

Carey Knapper (AM)
Steve Brewer (Security AE)

Cisco Program

DSI & MINT

Engagement Drivers

Launch a Cisco Secure Workload initiative with a funded pilot, then expand segmentation across Epic and other business-critical applications.