

Sales Win Wire: University Health System

INDUSTRY

Hospital & Health Care

COMPANY SIZE

\$7B · 35k employees

DATE CLOSED

2026

Deal Summary

A university health system engaged Majentai for a six-month greenfield implementation of Cisco Secure Workload, covering initial platform configuration and the onboarding approach. The scope included integration planning for available data sources such as vCenter and virtualization, cloud accounts, Kubernetes visibility, CMDB import, and supplemental telemetry like NetFlow, IPFIX, and ERSPAN. Majentai also completed workload inventory, a labeling strategy, and application dependency mapping for the target applications. The team then designed microsegmentation policy, ran simulation and analysis, and executed phased enforcement aligned to customer change windows, closing with operational transition documentation and two knowledge transfer sessions.

Strategic Value

- ◆ **Application dependency mapping** and full workload visibility across the environment.
- ◆ **Microsegmentation** and Zero Trust segmentation policy design.
- ◆ **Workload risk scoring** enriched with vulnerability context.
- ◆ **Policy simulation, enforcement**, and continuous verification.
- ◆ **Integration** into existing SOC, ITSM, and cloud / virtual infrastructure.

Why Majentai Won

- ◆ Proven Cisco Secure Workload expertise with certified engineers across enterprise deployments.
- ◆ Structured greenfield methodology from platform onboarding to phased enforcement.
- ◆ Deep understanding of academic medical center environments.
- ◆ Broad data-source integration across virtualization, cloud, and Kubernetes.
- ◆ Change-window aligned enforcement minimized operational disruption.
- ◆ Clean operational transition with documentation and knowledge transfer.

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

CSW Implementation Services

Cisco Solution

Secure Workload

Scope

6-month greenfield implementation covering platform onboarding, ADM, microsegmentation design, and phased enforcement.

ENGAGEMENT OVERVIEW

Reseller

CDW

Account Manager

Bob Craft

Cisco Region

SLED East (partner-led engagement)

Cisco Program

N/A

Engagement Drivers

Stand up Cisco Secure Workload from the ground up and establish microsegmentation across business-critical applications.