

SUCCESS STORY

Revenue Growth

"Partnering with Cyberstone has allowed my company to grow our overall revenue. Providing cybersecurity services has positioned us to capture more of the customers' technology spend."

- Reshma Moorthy,
President



Frontier Technologies Inc.

The Challenge:

Frontier Technologies is an information technology service provider headquartered in Wilmington, DE. CEO & President, Reshma Moorthy believes in growing her business by being incredibly responsive to customers and offering them innovative solutions to their IT challenges. The growth-oriented mindset of Reshma has her constantly searching for products and services that will help her and Frontier Technologies achieve their strategic growth objectives.

The Solution:

Reshma and Frontier Technologies partnered with Cyberstone to develop a Cybersecurity practice virtually overnight. Frontier Technologies could now offer high value Cybersecurity services such as penetration testing and risk management services to customer and prospects. The new cybersecurity offerings allowed Frontier Technologies to have meaningful conversations with customers and prospective customers about protecting themselves from cyber threats and achieving regulatory compliance.

The Return:

Within 5 months Reshma and Frontier Technologies were able to sell multiple cybersecurity consulting engagements as a result of partnering with Cyberstone. Not only was Frontier Technologies able to secure new revenue streams related to cybersecurity consulting, but they were also able to sell more of their traditional products and services as a result of those cybersecurity consulting engagements. The ability to provide penetration testing and risk management services to customers is certainly contributing to overall revenue growth at Frontier Technologies.