



FLUENCY
SECURITY

ptp
Infinite Innovation

TESTIMONIAL

FLUENCY ENTERPRISE CAPABLE, LIGHTWEIGHT DESIGN

Share your thoughts with the IT World

Today's SIEM space is a crowded market, and each has a niche market focus. You must decide what their market specialties are against your clients' needs to make the right decision. Fluency's broad market capabilities easily addressed our niche market focus with growing life sciences industry. These biotechnology companies have the VC funding and large critical datasets, with proprietary content, that must be secured however they don't have the cybersecurity staff to protect their business and data. PTP addresses this gap with our senior level and highly skilled staff and the usage of the Fluency SIEM tool. Together with our unique flexibility and customizable solutions we are able to address their specific security needs while adhering to compliance requirements.



GARY DERHEIM

Vice President, Managed Services

Gary has over 20 years of experience interfacing with customers and working with emerging technologies to protect customers' data. His experience includes: managed services portfolio, marketing, sales operations and Cloud services.



25% reduction in
engineering time

MEASURABLE BENEFITS

It's critical for our clients when they have new products to add to their incoming data that SIEM tools have the capability and flexibility to ingress that data quickly. Fluency is outstanding in this area as they commit to determining how to get the data into the tool as well as parsing it within 48-72 hours. Then they start creating behavioral rules and reports to support that new feed all as part of their subscription services. The irony here is that many SIEM tool providers either don't care to ingress new data sources or can't figure out how. Responsiveness to our clients is just one differentiation we bring to market with our Fluency relationship.

LARGE VERSUS SMALL

The perception often times is that larger enterprise companies are safer to go with versus smaller companies. This could not be further from the truth with Fluency. We are not a transaction with them as we would be with a larger company, rather strategic partners. We have unparalleled and ongoing support and good relationships between our collective team members with Fluency. You would also think larger organizations are more apt to bring market leading capabilities however Fluency has demonstrated year after year their development approach not only keeps up but brings market leading technology to help us differentiate our solutions. Both of these mitigates any risk we would have otherwise.

PTP is an MSSP that specializes in the life sciences industry. They provide high-quality network services, cloud computing, and data lifecycle management.

The strong efficiency of Fluency is a key benefit to our business.

PTP

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