



## Enabling Cybersecurity Expansion in EMEA with Segmented CISO Data

### Client Overview:

A UK-based enterprise with 750–1,100 employees and \$950 million in revenue, focused on high-performance data center security solutions across the EMEA region.

### Objective:

To access GDPR-compliant contact lists of CISOs and identify Palo Alto/SentinelOne reseller leads within DACH and Nordics markets.

### Challenges:

- Inability to pinpoint security budget holders across enterprise accounts.
- Lack of market-specific segmentation between DACH and Nordic regions.

### Industry: Data Center Solutions

### Solution:

- Delivered regionally segmented datasets with verified CISO contacts.
- Provided reseller mapping tied to enterprise security partnerships.

### Results:

- Increased qualified lead flow by 52% across EMEA.
- Enabled focused partner recruitment aligned with regional strategies.

### Client Feedback:

"Infodepots gave us precision access to the right cybersecurity leaders across EMEA—exactly what our team needed."