

EMPOWERING SECURITY PARTNERSHIPS WITH INFO DEPOTS' VERIFIED CONTACT DATA

Industry: Data Center Security

CLIENT OVERVIEW:

CyberDefense Solutions, headquartered in Reston, Virginia, is a leading provider of advanced data center security services. With revenues of \$650 million and a workforce of 700 to 1,100 employees, the company specializes in safeguarding enterprise networks and critical infrastructure.

OBJECTIVE:

To build targeted lists of Palo Alto and SentinelOne reseller contacts, along with enterprise security directors across the United States.

CHALLENGES:

Difficulty identifying legitimate reseller partners.
Outdated security director contact information was hindering outreach.

SOLUTION:

Delivered verified lists of active Palo Alto and SentinelOne reseller partners. Provided updated contact details of enterprise security directors across multiple industries.

RESULTS:

Enabled precise partner engagement for reseller programs.
Improved lead quality, driving more relevant enterprise security conversations.

CLIENT FEEDBACK:

"INFO DEPOTS gave us the verified partner and security director contacts we needed. The accuracy and relevance of their data allowed us to quickly scale our outreach and strengthen our reseller partnerships."

