



Integrated Security for Financial Services

Xentaurus is a premier Cybersecurity & Infrastructure-as-Code consultancy and services integrator specializing in Financial Services with a proven winning sales motion and track-record of successfully deploying hundreds of digital transformation projects for Cisco in this space.

Industry Drivers

- ✓ Financial Services companies must stay competitive in the era of Fintech to survive.
- ✓ Industry leaders need to modernize their applications to unify & optimize their customer experience.
- ✓ Must remain regulatory compliant while keeping up with technology innovations like AI, Cloud and Mobility, and IaC (Infrastructure-as-Code).
- ✓ Data breaches, ransomware and other modern Cybersecurity threats have dramatically changed the challenges FinServ IT teams must solve for.

Target Use Cases

Cybersecurity & Compliance



Fintech Cloud



Agile IT & Application Modernization



Target Audience

Customer Care Abouts:

Financial Services companies must stay competitive in the era of Fintech to survive by adopting Cloud, Mobility and latest technologies.

Data breaches, ransomware and other modern Cybersecurity threats have dramatically changed the challenges FinServ IT teams must solve for.

Need to modernize their business applications to unify & optimize their customer experience while staying compliant.



CISO Security Team



Governance & Compliance



CIO, CTO IT Leaders



Application Owners

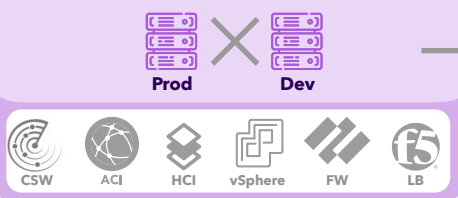
Financial Services IT Modernization



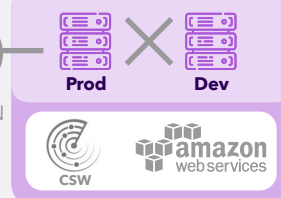
Leveraging DSI funding, Xentaurus delivered a 1-day Workshop to showcase Cisco's value prop above other solutions. Three months later, Customer picked Cisco & Xentaurus to modernize their DC leading to the deal described below:

Anatomy of the Deal

Software-Defined Infrastructure



Public Cloud



Success Stories

Large Tax Agency Zero-Trust Project



Partner introduced Xentaurus to deliver a CSW Workshop which led to adoption services engagement further leading to the successful renewal of a Security ELA.

Fortune 500 Financial Services SDN Initiative



Xentaurus delivered a 1-day SDN workshop. Quickly moved into a competitive POV against NSX. Customer elected Cisco for their enterprise SDN environment making it one of the largest ACI implementations in the world.

Business Initiative	Cisco Solution	Revenue
DC Modernization & Cloud Migration	DC & EN ELAs	\$6,700,000
Cyberthreat Prevention	Security ELA	\$1,300,000
Professional Services	Partner & Xentaurus Services	\$700,000
TOTAL		\$8,700,000

Cisco Value Proposition

Reduced Complexity • Increased Security • Multi-Cloud Standards • Most Complete & Powerful Solutions Available in the Market

XENTAURS

Premier Cybersecurity Consulting Partner

Xentaur is a Cisco authorized systems integrator, business enablement partner, and consulting partner specializing the entire Cisco Security Portfolio. With a proven engagement methodology, we have completed hundreds of successful Cybersecurity projects for the most advanced and complex IT environments in the world.



Financial Services Expertise



- Automation & Orchestration
- Software Defined Architectures
- Intent-Based Networking
- Microsegmentation



- Application Security
- Authentic Services
- Security Analytics
- Zero Trust



GM FINANCIAL



Target Customers

Select Accounts • Enterprise Accounts • Global Accounts • Customers Purchasing ELAs



Finance



Healthcare



Utilities



Service Providers



Public Sector



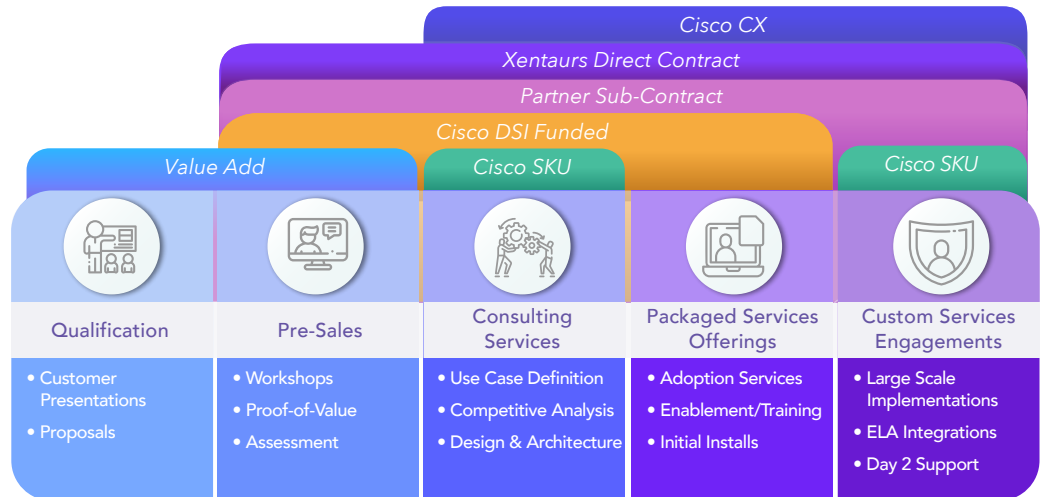
Retail

Partnering with Xentaur

We offer a variety of engagements based on the opportunity and desired outcomes.



Contact us to discuss if a Cisco DSI Program, Mentored Installs using a Cisco SKU, Subcontractor, or direct relationship is the best option for you.



Value



Engage in Business Conversations Earlier



Sell More Software & Services While Growing Relevance



Access New Buyers (LOB, Industries)



Shorten Sales Cycle & Increase Deal Size



Xentaur is the premiere digital technology consultancy and services integrator for enterprise customers. With a focus on Infrastructure as Code, Security, Software-Defined Architectures, and Cloud platforms, Xentaur offers strategy, integration, and enablement to make digital business transformation a reality and empower the IT channel. To learn more visit: <https://xentaur.com> or email sales@xentaur.com

