

CASE STUDY_



Boosting client satisfaction through stack consolidation

Windstar was an early adopter of Todyl's Secure Access Service Edge (SASE) module but was struggling with visibility and management issues as they juggled multiple other vendors. Each vendor had their own portal, visibility was cloudy, and troubleshooting felt nearly impossible. The Windstar team knew their current stack was hindering growth for the company, and they were ready to consolidate.

When Todyl launched multiple new modules, Windstar decided to go all-in and streamline their security stack. Implementing new solutions like Todyl's Managed Cloud Security Information and Event Management (SIEM) module allowed Windstar to build reports and dashboards that are visible through a single pane of glass, rather than having to log into and pull data from multiple vendors.

According to David, going-all-in with Todyl delivered multiple benefits, including:

- **Improved visibility:** Both Windstar and their client's internal teams can see what's happening in their environments
- **Time savings:** Todyl increased Windstar's efficiency with the ability to train teams on one system that's easier to build, oversee, and understand
- **Client satisfaction:** Windstar's clients have all the capabilities they need with a single-agent platform that can be deployed quickly and is customizable to their exact needs

Windstar Technologies and its president, David Groot, have served the Culpeper, VA area for over 20 years. Windstar spans across multiple industry verticals, but the underlying theme across their client base is an understanding and appreciation for technology as well as how important security is today. As an IT industry veteran, David knows the importance of strong security and prioritizes taking on clients who share his philosophy.

RESULTS BY THE NUMBERS_



"By consolidating our stack with Todyl, we've seen a huge improvement with time saving and visibility," David says. "Todyl puts our data in our hands, so we know exactly what's happening with our clients."

Beyond these, modularity is another huge benefit, and Windstar appreciates the ability to quickly customize their stack offerings based on a client's needs.

"Utilizing Todyl is like a Lego set," David says. "You can put something on as soon as you need, and design each stack differently based on the clients unique needs."

For example, one of Windstar's clients has a higher risk tolerance and opted to just use Todyl's Endpoint Security (EDR + NGAV). Others that are more risk averse or with higher security and compliance needs can get the full suite of Todyl modules. As their needs and risk tolerance change, Windstar can easily turn different modules off and on without having to redeploy.

Windstar expects even more growth in the future and is looking to target bigger clients with the support and expertise of the Todyl team. "Todyl is key to our growth strategy going forward, primarily through the visibility and ease of use of the single-agent platform," David says.

Todyl gives our clients all the tools they need, can be deployed quickly, and is customizable to their exact needs.



David Groot
Founder and President
Windstar Technology



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