VLCM

Ensure your endpoint and business security by using the right cybersecurity architects and solutions

Be more cyber secure.

Recognized as Utah's biggest IT Solution Provider by CRN in 2023, VLCM partners with organizations and businesses of all sizes, focusing on the latest and emerging IT technologies customized to fit each organization's goals.

VLCM pride themselves on 40 years of service, offering comprehensive IT solutions that cater to the full spectrum of an organization's needs, including networking, storage, cybersecurity, big data, cloud, communications, end-user computing, and beyond.

1 Syxsense Experience

With the abundance of vendors and product offerings out on the market, each solution provider requires an assessment to select the right type of offerings for their customer base. And that is no easy or straightforward task. "Our experience has been great. When VLCM wants to partner with certain vendors, we put them through an evaluation process designed by our cybersecurity team. Syxsense hit every single checkbox. Then, we tested your solution with a few selected customers as per our standard process. We are very happy with the experience that we had and the support Syxsense provided to our customers. Syxsense is an excellent solution that many of our customers need. We've been very pleased with the results and our partnership", says Phillip Tarver, National Sales Manager at VLCM.

With Syxsense it is not only about the Partner Program and attractive growth opportunities. It's also about the people, the support Syxsense strives to provide to its partners to achieve mutual success. " Everything boils down to employees engaging with VLCM representatives and working with them appropriately. Syxsense goes the extra mile to make sure that we are supported. We work together as a team to close business and support our customers. You do a wonderful job at that", says Phillip Tarver.

2 The challenge

VLCM works with many organizations with complex environments and insufficient resources. They assist customers with various problems, from securing devices and patching them to efficiently deploying updates.

As cyber threats become increasingly sophisticated and complex , organizations are more and more concerned about their cybersecurity posture. Sudden remote working conditions allowed attackers to gain leverage. "Organizations make a lot of compulsive decisions when purchasing cybersecurity solutions. We've seen many customers disappointed with their current solution. Bringing Syxsense in, we showed them a better solution than what they were using," says Tarver. "It's also becoming increasingly difficult to hire quality engineers to support their industry. They are looking for more hands-off solutions that allow them to manage and support their IT environment easier."

3 Powering positive experiences

One of VLCM's customers, a power company in Chattanooga, Tennessee, was experiencing severe issues with patch management. They lost a lot of time fixing problems with their provider at that time. By using Syxsense, the customer has saved countless hours and money.

With Syxsense, they now can manage specific tasks they previously had to delegate to their IT staff and take several hours to accomplish. Customer success and support at Syxsense were rated as excellent. Through Syxsense's dedicated support team and their Syxsense representative, they have been able to concentrate on the many tasks they have to complete while Syxsense takes care of their vulnerability scanning and patch management.

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SYXSENSE®

Discover more about the
Partner Program at
syxsense.com