

CLIENT

A small but fast-growing international plant-based food manufacturer expanding into global markets.

Implementing MDM and MDR Solutions for an International Plant-Based Food Manufacturer



Challenge

As the manufacturer grew, so did the complexity of its IT infrastructure. The client needed enhanced security measures to protect sensitive business data and intellectual property across its global workforce, especially with a focus on mobile device security and managed detection and response (MDR) solutions to ensure comprehensive monitoring of cybersecurity threats. The company lacked internal technical expertise and resources to select and implement these solutions effectively.



Solution

VendorSourcing was engaged to oversee the vendor selection process, providing the necessary expertise and managing the entire evaluation and implementation phases. VendorSourcing used its structured approach to find the right Mobile Device Management (MDM) and Managed Detection and Response (MDR) solutions to meet the manufacturer's evolving security needs.

1. Vendor Identification and Screening

VendorSourcing started by identifying potential MDM and MDR providers that could meet the client's requirements for both mobile device security and continuous threat detection. Using a tailored RFI process, VendorSourcing narrowed down the list to vendors specializing in solutions for growing enterprises with complex, distributed IT environments.

2. RFP Management

VendorSourcing then performed rigorous due diligence on the shortlisted vendors. This included analyzing the providers' security protocols, past performance, regulatory compliance, and capacity to handle a growing international workforce. VendorSourcing's focus on MDR ensured that the selected solution offered 24/7 threat detection, response, and incident management capabilities—critical for preventing costly breaches.

3. Efficient RFP Management

To save the client valuable time, VendorSourcing managed the Request for Proposal (RFP) process, acting as the intermediary between the client and vendors. VendorSourcing ensured that the cybersecurity vendors understood the manufacturer's specific needs and responded with appropriate solutions that addressed both mobile device security and real-time threat monitoring.

4. Contract Negotiation

VendorSourcing's contract negotiation specialists worked with the chosen vendors to secure favorable terms, including competitive pricing and comprehensive service level agreements (SLAs). These contracts ensured that the manufacturer had long-term support and scalability as its operations continued to grow.



Outcome

VendorSourcing's involvement allowed the plant-based food manufacturer to implement best-in-class MDM and MDR solutions that dramatically improved the company's IT security posture. The key results included:

Improved Security of Mobile Devices

The MDM solution allowed the company to manage and secure all employee mobile devices, especially important for remote workers, reducing the risk of data loss and breaches by 35%.

24/7 Cyber Threat Monitoring

The MDR solution provided round-the-clock monitoring and response, ensuring any potential cyber threats were identified and addressed in real time, minimizing the risk of significant breaches.

Time and Resource Savings

By outsourcing the vendor selection process, the client saved over 200 man-hours and avoided the need to hire additional IT staff. VendorSourcing's efficient management allowed the company to focus on core business operations while implementing the necessary security measures.

Scalability for Future Growth

The selected MDM and MDR solutions were scalable, providing the flexibility the company needed to grow its workforce and IT infrastructure without compromising security.

Conclusion

Through VendorSourcing's structured vendor management process, the plant-based food manufacturer was able to protect its IT infrastructure with industry-leading MDM and MDR solutions. VendorSourcing not only saved the client significant time and resources but also delivered a level of technical security expertise that the client could not have achieved internally, supporting the company's continued global expansion.

