



## OVERVIEW

Thrive is a leading provider of NextGen Managed Security and IT services designed to drive business outcomes through application enablement and optimization.

- Thrive supports clients in 48 of the United States and their end users and customers across the globe with over 1,000 clients today.
- Compliance and security driven solutions on-premises, in the public and private clouds, and into the SaaS based environments.
- Consultative approach to solving client pain points and business requirements.
- Dedicated support team structure that insures clients are getting proactive and high touch results.
- Consulting team that delivers operational, security, and cloud readiness assessments to allow clients to better understand where they need to focus time and money.
- Competencies in planning, migrating, and maintaining while optimizing cloud migrations



## KEY FEATURE AND DIFFERENTIATORS

The company's Thrive5 Methodology utilizes a unique combination of its Application Performance Platform and strategic services to ensure each business application takes advantage of technology that enables peak performance, scale, and security. Our consultative approach during and after the sales process insures that Thrive is giving the customer what they need and more.



## LOCATIONS

Corporate HQ:  
25 Forbes Boulevard, Suite 3  
Foxborough, MA 02035

US Locations: New York, San Francisco, Chicago, Maine and Tewksbury, MA



## SERVICE OFFERINGS

### CLOUD

Thrive delivers best-in-class Cloud technology expertise backed by a proven track record of Managed Services excellence, enabling you to streamline deployments and rapidly achieve cloud goals.

### DRAAS

Flexible portfolio of physical, virtual, and cloud-based disaster recovery solutions, the Thrive team can deliver enterprise-class business continuity for organizations of any size.

### SDWAN

Fully managed secure SDWAN offering that enables customer to realize the savings of SDWAN while bolstering their security at the same time.

### SECAAS

Full suite of fully managed security services that address varying levels of cybersecurity which can be tailored to client's business requirements via a consultative approach to solution design.



## IDEAL CUSTOMER PROFILE

50 to 2,000 user organizations who need NextGen managed IT and security services to assess, design, optimize, and perform ongoing management of their environment(s).

Pain points and needs vary but common items that are brought to Thrive:

- Cloud migration and management assistance
- Cybersecurity confusion on what they need
- Disaster Recovery and backup challenges
- Offloading common IT tasks to Thrive to allow their IT staff to focus on the business

Companies in the Financial Services, Biotech, and Healthcare industries are a particularly good fit for Thrive, though we do have clients in just about every industry vertical.



## CUSTOMER TESTIMONIALS

“The Boston Celtics have been working with Thrive for over 14 years. We value the technical expertise they bring as an extension of our IT team. With the additional assistance and expertise of Thrive, we were able to open the Auerbach Center on time, despite the complexity of the project. They enable me and my team to focus on the unique elements and needs of a professional sports organization.” Jay Wessland, CTO.

## MANAGED SERVICES

Thrive can work as your partner in infrastructure management and create a custom solution that fits the specific business requirements.



## QUALIFYING QUESTIONS

- What's your company's executive strategy for migrating to the Cloud?
- What's your company's strategy for leveraging the Cloud?
- What applications are you looking to migrate and why?
- Are you in need of a hardware refresh?
- Do you have specific compliance needs?
- Are you confident in your current email security strategy?
- What tools are you using to analyze threats to your environment?
- Do you offer training geared toward the prevention of phishing attacks?
- Does your current Security plan meet your regulatory requirements? HIPAA, SEC/FINRA, PCI, SOX, Mass Privacy?
- Does your current Security plan meet your vendor or client requirements?