

## COMODO SECURITY SOLUTIONS, INC.

### INFORMATION TECHNOLOGY

#### CLIENT DESCRIPTION

Comodo Security Solutions, Inc., now known as Xcitium, is a cybersecurity solutions provider that develops patented technology to protect personal systems, businesses, schools, and government organizations. Their technology enables customers to protect their systems and data against threats of all levels, including military-grade and zero-day attacks. Based in Clifton, New Jersey, Comodo has protected the most sensitive data for both businesses and consumers around the globe for over twenty years.

#### CUSTOMER REQUIREMENTS

Comodo approached SFI with the goal of getting their endpoint security software to market quickly so opportunities for increasing brand identity, market share, and revenue would not pass by.

#### SALES FOCUS INC. SOLUTIONS

With speed to market being a crucial factor, SFI was contracted to develop and launch a team of 4 trained sales professionals in less than 30 days.

#### RESULTS

The SFI team met and was able to exceed the goal of getting to market quickly. In response to immediate results, Comodo contracted SFI to increase the existing team of 4 sales representatives to 60 within a 3-month period.