

From Cloud-Centric to Agentic AI and Expansion

Company Name: Ermetix
Industry: Technology & IT Services
Revenue: -
Employees: 11-50



Mission-critical priority

Diego Fasano, CEO at Ermetix, sought support to develop an effective go-to-market strategy in the Middle East and advancing its AI capabilities. The client worked with Gartner to identify the right talent, successfully implement an agentic AI strategy, and achieve a 50% increase in operational efficiency during rapid regional expansion.



How Gartner helped

The client used:

- **Strategic Guidance** to build a go-to-market strategy for the Middle East.
- **AI Strategy Development** to transition from a cloud-centric approach to Agentic AI.
- **Benchmarking tools** and best practices to reduce noise in its security operations center



Outcome

With support from Gartner for Startup Tech CEOs, the client:

- **Accelerated** market entry and established operations in the Middle East and North Africa in less than six months.
- **Transitioned** from a cloud-centric to an agentic AI strategy, enabling advanced AI deployment
- **Reduced** noise by over 50%, improving data usability and security operations effectiveness.

“With Gartner’s help, we were operative in the Middle East and North Africa in less than six months, improved efficiency by fifty percent by reducing noise for the Security Operation Center, and benefited greatly from the experience of Gartner’s analysts in accelerating our company’s growth.” - Diego Fasano, Chief Executive Officer, Ermetix