

Cancom's Strategic Triumph in Security Operations

Organization: Cancom

Industry: Technology & IT Services

Employees: 1,000-5,000



Mission-critical priority

Jochen Borenich, Member of the Executive Board, Cancom, sought support from Gartner to optimize its business strategies and portfolio development to stay ahead in the competitive market.



How Gartner helped

- By providing **valuable external perspectives**, Gartner helped Cancom **break down broad information and consultancy into actionable insights** tailored to their specific business and regional needs.
- Gartner's **guidance enabled Cancom to develop a comprehensive strategy in the security segment**, including the establishment of their own cyber defense center and the development of a go-to-market approach.



Outcome

- By leveraging Gartner's insights, Cancom successfully optimized their **managed service area, streamlined delivery models, and defined new roles and processes**.
- Gartner's guidance in the security segment allowed Cancom to **establish a strong presence and expand their offerings**, ultimately driving growth and enhancing their market position.

"Gartner's support in developing our strategy in the security segment, including the establishment of our cyber defense center, has been instrumental in our success." **Jochen Borenich, Member of the Executive Board, Cancom**