

CASE STUDY

# GFI plays key role in partner acquiring NASA Kennedy Space Centre project

Coolcat Inc.



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**GFI** Software™



## About the client

# Coolcat Inc.

**Coolcat Inc. offers a wide range of services from flat fee help desk support to network security auditing. Their advanced security team is focused on forensics, ethical hacking, application, perimeter and penetration security testing. They also cater to all software and licensing needs as well as application hosting, network monitoring, vulnerability management, disaster recovery hot sites and more.**

Originally founded in New York in 1999, Coolcat now has offices in Florida, Washington D.C. and Arizona and they service an expanding client base in the USA, Canada, Virgin Islands, Brazil and Europe. Although the focus of the business has changed and evolved, their focus on service has remained constant.



## Why did Coolcat engage with GFI Software?

Coolcat expects the same quality of service that it offers its own clients. In light of this, soon after the company formed, they sought out a vendor that could do just that. With GFI, not only do they get impeccable service, but they are also valued as an individual partner.

Consequentially, Coolcat is assured that they make a fundamental contribution to GFI's success as a vendor.

“I am personally involved with evaluating new technology that they offer. I personally tested and trialled the GFI products and found them to be of real value and very functional. Nothing is comparable with their feature sets at that price point,” commented Seth Oxhandler, CEO, Coolcat Inc.



## The benefits of working with GFI

This integrated partnership has presented Coolcat with a number of advantages that demonstrates that GFI is the perfect vendor for them.

“GFI is the direct cause of where we are now. They are the protagonist of our security practice.”

Oxhandler says, “The guys who run GFI are outstanding. They have an ‘open-door’ policy with their partners. We can use GFI as a sounding board and a resource to help grow our business, going way beyond what we would normally expect from a vendor.”

“We have used their deal registration and marketing expertise. The latter to help at the largest security focused exhibition in the United States. GFI provided us with documentation and merchandise, together with the personal support of their Vice President for the presentation.”

“Their support is jaw dropping. I would be hard pressed to tell you about another relationship that is as warm, personal and profitable,” added Oxhandler.

“Some of the leads that we have been able to capitalize on from the GFI channel have turned into cornerstone relationships with key companies that include NASA’s Kennedy Space Center and SITA, who operate in 270 airports around the world.”



## The future with GFI

“We want to develop a cohesive approach to deliver solutions and services around PCI compliance.

We also want to develop an arm of our business to help our customers do more with less, which is where GFI comes in to play again, especially in this economic climate,” added Oxhandler.

“The partnership that we have with GFI is now the standard that we use to gauge any new relationships. It is the ideal that we strive to have with every company we work with,” concluded Oxhandler.

[gfi.com/partners](https://gfi.com/partners)