

Small Team. High Stakes. Zero Drama.

HOW BQMI, INC. MODERNIZED REMOTE ACCESS AND ENHANCED SECURITY — WITHOUT ADDING HEADCOUNT OR NOISE.

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"We don't have data centers like NASA's — but we have to be just as secure."

— JOE HOMAN, IT DIRECTOR, BQMI

THE CHALLENGE

Serving clients like NASA and the U.S. Navy, Banner Quality Management Inc. (BQMI) delivers services like application development, IT operations, cybersecurity, and logistics. The lean IT team had a mission to strengthen threat defense and adopt zero trust for a hybrid workforce, while avoiding the cost of 24x7 SOC or MDR services. Meeting CMMC 2.0 and NIST 800-171 compliance was essential.

- ✓ **Footprint:** Texas HQ; branch offices with hybrid / remote workforce across multiple states.
- ✓ **Initial state:** High alert noise; legacy VPN (limited threat defense, not zero trust capable); standard IPS + SWG netsec.
- ✓ **Transformed state:** Trinity Cyber's agent for preemptive zero trust access with Full Content Inspection (FCI) replaced legacy VPN, added real time threat removal and zero trust posture, complementing Microsoft Defender endpoint security.
- ✓ **Outcomes:** Better economics; proof for auditors. Fewer help desk tickets and security alerts.

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"We can confidently claim to our customers, yes, we're secure."

— JAMES CARR, CTO, BQMI

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"I know what my costs are going to be for the next few years ... peace of mind."

— JOE HOMAN, IT DIRECTOR, BQMI

TRINITY CYBER VALUE

- ✓ **Savings:** \$1.4m labor cost by not building a 24x7 SOC.
- ✓ **Performance:** CTO reports zero latency issues.
- ✓ **Support:** Trinity Cyber provided rapid resolution to early onboarding connectivity issues.

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"Bang for the buck, we're getting more. Trinity Cyber is definitely the better deal — and we haven't had to sacrifice quality of service."

— JAMES CARR, CTO, BQMI

WHY TRINITY CYBER

BQMI is committed to building lasting client and partnership relationships based on exceptional service, innovation, and trust. Trinity Cyber fulfilled this mission by providing a product set that adapts seamlessly to BQMI's evolving customer requirements.

Trinity Cyber's zero trust remote access agent connects and protects users while accessing private apps and the internet. The Trinity Cyber Full Content Inspection (FCI) engine removes threats from live traffic protecting remote personnel, HQ, and branch offices.

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"Trust begins with security. Because of the critical nature of our clients' work, protecting them is absolutely essential — and it will always be BQMI's top priority. That's why we partnered with Trinity Cyber, whose innovative approach strengthens our ability to deliver on that promise."

— PURA STALNAKER, CEO, BQMI

SEAMLESS DEPLOYMENT

- ✓ **Client:** Trinity Cyber's agent, deployed via Microsoft Intune, complements Microsoft Defender.
- ✓ **Network tunnel:** IPSec, via on-prem firewall.

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"Knowing that threat defense is actually happening — being preemptive — was the key tipping point."

— JOE HOMAN, IT DIRECTOR, BQMI

PARTNERSHIP

Trinity Cyber holds a monthly business review with BQMI IT to review service performance and notable threat prevention. Executive Summaries can be shared with executive team and board stakeholders.

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"Trinity Cyber is an extension of our IT team. I'm not on my own"

— JOE HOMAN, IT DIRECTOR, BQMI