

# How 360 Advanced assists Xfernet in *developing* and *sustaining* a compliance program to negotiate and gain new business

## THE CLIENT

Xfernet provides custom IT solutions that include security and compliance, business continuity, and managed IT services for companies in a wide range of industries. They've been a client of 360 Advanced since 2013.

*“Working with 360 Advanced to build out our compliance program has put us in a position to take advantage of – and win – much bigger opportunities. It’s also allowed us to keep business, because we’re able to continue supporting our clients as their compliance requirements grow.”*

*“When we’re being compared to another service provider, it’s not apples to apples, because our level of compliance shows we have a higher operational integrity than many assume we have – and definitely more than many of our competitors who are our same size. Having the support of 360 Advanced has been a tremendous help.”*



**SAM SCOTT**  
CEO, XFERNET

## OPPORTUNITY

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With clients in industries including entertainment/media, financial/legal services, gaming/technology, and retail/e-commerce, having top-level compliance isn't just a need for Xfernet, it's a must. In 2013, CEO Sam Scott was looking to replace their current cybersecurity and compliance vendor with a firm who could not only help with their certification requirements, but could offer hands-on support and strategic advisory as well.

## SOLUTION

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Sam hired 360 Advanced, and for the last 10+ years has received the guidance and support to grow a robust compliance program that both meets the needs of Xfernet's clients and positions them to win bigger business opportunities.

**“360 Advanced gives us much more than the facilitation of an audit. They provide us the guidance to understand what the intention is behind the steps and layers of each certification and how it supports the bigger picture. Having their support is extremely valuable, and has greatly refined the workload and the demands on our team.”**

## RESULTS

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- Xfernet has grown an industry-leading compliance program that includes SOC 2, HIPAA, PCI DSS, and ISO 27001
- They feel fully prepared – and confident – to handle the in-depth security and compliance reviews that bigger companies need to conduct in order to hire them
- They have passed extensive security and compliance reviews for enterprise companies without any remediation or changes needed
- Xfernet was able to keep – and increase the business of – one of their biggest clients because they had been continually expanding their certifications
- They love having access to hands-on compliance advisory that keeps the certification process refined to what is relevant and necessary for their business and company size
- They stand out among many of their competitors for the level of compliance they've achieved and maintain

**“It can be really intimidating negotiating to work with companies that are much bigger than ours, who have large teams of people overseeing compliance for them – and having them conduct a review on us. But because of our level of compliance, I can go engage these companies and have a tremendous amount of confidence that we can support whatever their biggest concerns are. The work that we've done with 360 Advanced allows us to achieve success.”**

See how our integrated approach to compliance can increase your company's chances of winning — and keeping — clients.  
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