QUESTIVITY
Incorporated

CISCO
Partner

AdvantMed's Security Transformation with Questivity and Cisco

AdvantMed: Scaling Up Securely

AdvantMed, a leader in the healthcare industry, faced a dual challenge: maintaining compliance while expanding its IT infrastructure to accommodate rapid growth. Transitioning from a modest team of 200 to over 2000 employees demanded a robust, scalable, and compliant IT security framework.

Questivity's Tailored Strategy

At Questivity, we believe in building lasting relationships and acting as trusted advisors to our clients. With decades of experience in the healthcare sector, we partnered with AdvantMed to truly understand their unique challenges. Our team engaged in comprehensive discussions, ensuring every aspect of AdvantMed's needs was addressed. Leveraging our extensive history of collaborations within the healthcare industry, we tailored a compliant and scalable solution.

Innovative Solution Deployment

Selecting Cisco Duo was a strategic decision to ensure strong security without compromising ease of use. Our team meticulously planned and tested the deployment, ensuring seamless integration with AdvantMed's existing systems. This phased rollout was designed to be smooth and minimally disruptive, reflecting our dedication to providing practical and effective solutions. We also evaluated other tools, such as Okta, but chose Duo for its superior synchronization capabilities and compliance features, taking an innovative approach to finding the best fit for our clients.

Tangible Results and Lasting Impact

Implementing Cisco Duo met AdvantMed's immediate security and compliance needs while setting the stage for future growth. Our continuous support and training empowered the AdvantMed team to maximize the new system's benefits. This partnership significantly boosted AdvantMed's cybersecurity posture, establishing robust user authentication processes. The value we delivered was clear: a strengthened, scalable, and compliant security framework.

Client Testimony:
A Relationship Built on Trust

AdvantMed valued Questivity's personalized approach, with Kamran's consistent engagement playing a crucial role in this successful partnership. Amit Patel from AdvantMed highlighted our professionalism, flexibility, and transparency, which distinguished us from other vendors. This testimonial underscores the strong, trust-based relationships we build with our clients, reflecting our core values of empowerment, client-centric focus, and supportive leadership.

Looking Ahead: Future Collaborations

Looking ahead, AdvantMed and Questivity are excited to explore additional Cisco security solutions like Cisco Secure and Umbrella. This forward-thinking approach ensures that AdvantMed's security infrastructure will continue to evolve in step with its growth. Questivity will be there every step of the way, as part of our commitment to supporting their long-term success.

This case study exemplifies Questivity's role as a trusted advisor and partner, delivering customized IT solutions that meet industry standards and support client growth. Our partnership with AdvantMed showcases how strategic planning, expert implementation, and unwavering support can successfully navigate the complex challenges of IT security in the healthcare industry.