



# CLIMB

## Strategic Partnership Delivers Rapid Cybersecurity Solution for City of Sarasota

### **Background:**

Climb Channel Solutions, a leading technology distributor, partnered with Optiv, a pure-play cyber advisory and solutions leader, to deliver a critical cybersecurity solution for the city of Sarasota. Leveraging Climb's OMNIA Partners contract, the team enabled Optiv to close a significant five-figure deal with Darktrace, a company that delivers AI-driven threat detection and response capabilities. This collaboration marked a milestone for both Climb and Optiv, demonstrating the power of strategic partnerships in meeting urgent client needs.

### **Challenge:**

The city of Sarasota needed a rapid procurement solution to facilitate their purchase of Darktrace's cybersecurity technology. Optiv needed a fast and compliant way to sell into the state, local, and education (SLED) space through a group purchasing organization. With no existing reseller agreement in place, the challenge lay in establishing a seamless procurement process, from initial contact to purchase order, within a tight timeframe.

### **Solution:**

Climb quickly activated its OMNIA Partners contract to provide the necessary procurement vehicle. Working together with Optiv and Darktrace, the teams streamlined every step of the process, ensuring compliance and speed. This collaborative approach allowed Sarasota to secure cutting-edge cybersecurity protection without delays.

### **Outcome:**

In just two weeks, Climb and Optiv transformed an urgent need into a fully executed purchase order, marking Climb's first Darktrace deal with Optiv. This rapid turnaround not only met Sarasota's critical security requirements but also set a new benchmark for efficiency in public sector procurement.

### **Testimonial:**

"We couldn't have asked for a better collaboration, team or outcome. Here's to the first of many!"

- Andrew Booth, Sr. Director – SLED Strategy with Optiv.

This success story highlights how strategic partnerships and streamlined procurement processes can redefine speed and security for government organizations, modeling future collaborations that deliver value when it matters most.