

Case Study

Director of IT and Security Streamlines Process for Meeting and Assessing New Vendors



Accelerates vendor search
efficiency by days

100%

better vendor
introductory meetings



First valuable
product purchased

Through a membership in the ViB Community, the director of information technology and security at a global tooling company stays current on the latest products and services available in today's information technology and security sectors.

Overview

The director of information technology and security is responsible for overseeing the operation, maintenance, and security of the company's technology infrastructure, systems, and processes. His role includes purchasing products and services that help make the company's information technology more efficient, productive, and secure.

"Part of my job is always looking for new ways to improve our productivity, efficiency, and security. So, I'm always looking for better products and services to improve our company's information technology operation."

"The biggest benefit I gain from participating in the ViB Community is easy access to a wide range of product and service vendors in the information technology and security sector.

ViB is always bringing new vendors to the table, including vendors I may not even be aware of or have any knowledge about. So it makes it very easy for me.

Plus, ViB provides a highly streamlined process for meeting with and assessing new vendors. It's a huge time saver for me."

Active ViB Community member since 2020
Director of Information Technology and Security

Challenges faced

While the company has offices around the world, from Canada to China, it is small- to mid-size and maintains a lean operation. The IT director's main challenge is keeping information technology optimized with limited means.

This means he doesn't have time to open and read the deluge of cold emails that fill his inbox and spam folder every day or the cold calls that make it through his phone system.

"Being part of the ViB Community allows me to conduct vendor searches and meetings on my terms versus having my time interrupted by spam emails and calls."

How the ViB Community helped

The IT director was introduced to the ViB Community several years ago through an invitation to attend a webinar and has been an active community member since.

"In my role, it's important to know what companies are out there offering solutions we might need. Every time I purchase a new service or product, I can't just bring one vendor to the table. I need to bring our leadership several vendor options to consider. ViB helps me do this with much greater efficiency."

On the ViB Community platform and through curated emails, members get alerted about new solutions or vendors that meet their interests. Then, they're able to choose from various programs, such as events, content, and demos. This helps members quickly and systematically evaluate a range of tech solutions.

"ViB's introductory vendor meeting process makes it easy to learn about a new vendor and assess their offerings to see if they meet our needs. I'm not just looking for a product or service from vendors, but also a real relationship. I appreciate ViB's efficiency. It helps me make a quick decision on whether to proceed to the next step in the purchasing process."

Solutions discovered through the ViB Community

Among the IT director's areas of responsibility is keeping the company's complex global telephony system performing in an optimal state. With multiple locations around the world, managing the complex telephony system is an ongoing challenge. And finding the right solutions to support the system is not always easy.

So when he received an email from ViB about a vendor called zLinq, he followed through to set up an introductory meeting.

"The zLinq solution completely met all our needs for managing our various Internet and telephony circuits around the world. zLinq makes it very easy for me to manage all our different providers rather than me having to keep tabs on everyone."

"There are multiple telecom vendors offering solutions. It would have been very time consuming if I'd had to research them all on my own to find the best solution. I simply don't have that kind of time. The ViB Community and vendor meeting process made it fast, easy, and painless."

Benefits gained by joining the ViB Community

With ViB, the IT director also likes receiving regular invitations to informational webinars on current topics related to his job.

"I learn something new and valuable at every ViB Community webinar that I attend. I find that it's a great way to easily stay up to date on new technology innovations. It's very valuable."

His advice to his peers about the ViB Community is, "it's well worth your time. For business leaders, time is money. We don't have time to spend searching for the right vendors. And we don't have to with ViB."

About the ViB Community

The ViB Community is an active professional network comprised of millions of technology decision-makers and influencers from a wide range of industries, including software, cybersecurity, cloud computing, and more. ViB curates programs based on community member preferences and each member is matched with solution providers that fit their interests and needs. If you play a role in evaluating technology and services for your organization, and find it tough to stay up to date with emerging technologies, join the ViB Community today at: <https://vib.community/>