

# Joining forces to protect Serbian companies and institutions

## MONDIST

“The market is ready  
for protective DNS  
and our customers  
are interested in this  
kind of protection.”

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**RANKO RADOVANOVIC**  
CEO AT MONDIST



## Challenge

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Mondist wanted to expand their portfolio with a technology compatible with other security products they offer, such as data confidentiality encryption and security policy management.



“We were looking for an effective solution appropriate for our market: a product without added complexity to implementation and maintenance, which would be affordable for our customers.”

**RANKO RADOVANOVIC,**  
CEO AT MONDIST

Mondist needed to a product which provides clear value to the customers, does not require special infrastructure and is easily implemented by partners and re-sellers – all this while not impairing the partners’ ability to sell the rest of their portfolio.

Based upon a relationship with a colleague from Whalebone, Mondist has discovered Whalebone Immunity and found out that protective DNS technology has a great potential for upsell to their current customers.

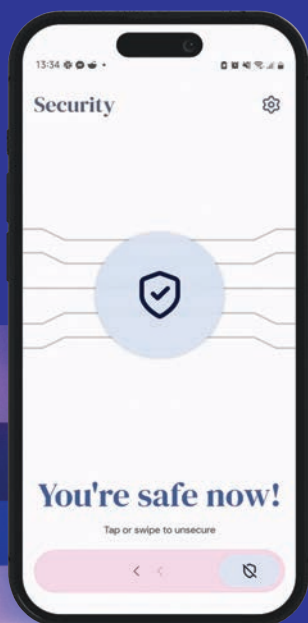
Since protective DNS is only now becoming known as a must-have for companies and institutions, most of Mondist’s customers lack this kind of security. On the other hand, there are numerous blind spots in the standard security stacks which attackers love to abuse.

“Whalebone Immunity is not competing with any of the products in our portfolio which makes it a good fit for our current partners and customers.”

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**RANKO RADOVANOVIC,**  
CEO AT MONDIST

## Solution



## The cooperation

Ranko describes how have they ensured that Whalebone Immunity is a good fit to their target market: “We started with a few partners and the market response was positive. Of course we have to continue in promotion of both the product and the DNS protection technology itself, but the market is ready for it and our customers are interested in this kind of protection.”

For the partnership to be successful, it is vital to provide the partners all the tools they might need to engage with their partners and customers.

As Ranko describes the cooperation: “We have great support from both Whalebone's channel manager and technical consultant. They are very responsive and have come with us to events and meetings with customers.”

This is very important since customers in Mondist's region are used to knowing the vendors well and developing personal relationships with them.

Moreover, Whalebone took care to make all accompanying processes as smooth as possible: “Whalebone's materials, website, and the partner portal make everything simple and easy,” Ranko continues.

Now Mondist offers Whalebone Immunity to its major customers and finds them very responsive to the DNS security technology, as Ranko describes further: “For a recent example, a Serbian municipality had a session with us, analyzing the proof of concept.

Their feedback was very positive, mainly concerning the security incident findings which Whalebone Immunity brings and the reports the IT team can generate for the management. Identity protection feature is a welcome addition since

the customers are interested in what credentials connected to their domain are in danger.”

Reports based on collected data show the real situation of DNS security in an organization and give directions as to where the security team needs to put more effort in order to protect their network.

They are crucial for the IT team, since they can immediately see the value of the product and can clearly present it to the company management and budget holders.

**Additionally, combination of DNS security and features like Identity protection allow the partners to show quantifiable results during the PoC: Immunity stops previously unknown malicious traffic for more than 50% of customers, and more than 50% of customers identify a leak of sensitive information connected to their domain via the Identity protection feature.**

## Benefits

# Why we love working with Mondist

Whalebone's Channel Sales Manager Adam Wright describes what makes Mondist a great partner:

"Mondist brings a lot to the table for Whalebone. They know the dynamics of their markets perfectly. Namely that business in the Adriatic region is often based on long term relationships, which take time to cultivate. Our colleagues from Mondist know how to do this really well."



"Implementation is rather simple and straightforward, and benefits can be seen in a very short time."

**RANKO RADOVANOVIC**  
CEO AT MONDIST

### ADDITIONAL REFERENCES



ADASTRA



ALD  
Automotive



COLT  
CZGROUP



NEAS

*Aero* | VODOCHODY

Panasonic

Easily redirect part of your network traffic to Whalebone resolvers and try out our trial.

[immunity@whalebone.io](mailto:immunity@whalebone.io)

We will be more than happy to answer any questions. Mutual satisfaction is our main goal and we will do our best to fulfill your requests.

[www.whalebone.io](http://www.whalebone.io)

Learn more about our products at:  
[whalebone.io/immunity](http://whalebone.io/immunity)



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