

# Netrix Global and AvePoint: A Strategic Partnership for Enhanced Data Security and AI Adoption

## Customer Profile

Netrix Global is a leading IT consultant and managed service provider specializing in AI, security, and Copilot technologies. As a trusted advisor, Netrix helps organizations navigate the complexities of modern technology landscapes, offering strategic roadmaps and tailored solutions to optimize their IT infrastructure and security posture.

## Location

Chicago, Illinois, USA

## Industry

IT Professional Services /  
Information Technology

## Platform

- Microsoft 365
- Microsoft 365 Copilot

## Critical Needs

- Client visibility over data access
- Governance over customers' rapidly growing data estate
- Accelerated adoption of AI tools like Microsoft 365 Copilot for customers
- Clear presentation of risk factors to clients for informed decision-making

## Solutions

- Policies
- Insights

## Success Highlights

- Clear and digestible visual representation of customer data and permissions
- Enhanced data security via role-based access control architecture
- Accelerated customer adoption of Microsoft 365 Copilot

## The Challenge

Netrix Global's customers face significant challenges in managing their rapidly expanding data estates, particularly with the advent of generative AI technologies like Copilot. The primary concerns revolve around data security, governance, and ensuring that sensitive information is adequately protected and accessible only to authorized personnel. As Kevin Walter, Field CTO at Netrix Global, explains, "With generative AI, it's all about the data, where their data is and who has access to it. Preparing customers for things like Copilot means helping answer those questions because a lot of times their data estate has grown so quickly, it's out of control."



*AvePoint's tools do a really good job of presenting that in a visual way to help the customer make an informed decision. Being able to present the information to them that the AvePoint tools give us has helped us accelerate their adoption of tools like Copilot and security tools that help remediate the underlying issues.*

— KEVIN WALTER, FIELD CTO, NETRIX GLOBAL

## The AvePoint Solution

To address these challenges, Netrix Global partnered with AvePoint, leveraging its comprehensive suite of solutions designed to enhance data security, governance, and compliance. AvePoint's tools provide robust data protection, advanced analytics, and automated governance, enabling Netrix to offer its clients a secure and efficient IT environment.

AvePoint's solutions integrate seamlessly with Microsoft 365, providing advanced data protection and governance capabilities. The platform offers detailed insights into data sensitivity and exposure, helping organizations identify and mitigate risks. "AvePoint does a really good job of telling the story that we need our customers to see. When we think of risk, it's a combination of sensitivity and exposure — so what the data is and who has access to it," says Kevin Walter, Field CTO at Netrix Global. This visual representation of data security metrics allows clients to make informed decisions about their data management strategies.

Partnering with AvePoint has also enabled Netrix Global customers to accelerate adoption of AI technology across their organizations. With the help of AvePoint's solutions, Netrix successfully

empowered customers to prepare for the technological shift of using generative AI tools in the era of Microsoft 365 Copilot. Through this partnership, AvePoint's solutions facilitated the seamless integration of AI tools like Copilot, enabling Netrix clients to leverage AI insights to optimize decisions, reduce risk, and drive better outcomes. Kevin shares, "Being able to present the information to them that the AvePoint tools give us has helped us accelerate their adoption of tools like Copilot and security tools that help remediate the underlying issues."

## The Bottom Line

Through its strategic partnership with AvePoint, Netrix Global has successfully addressed their clients' data governance challenges, enabling them to adopt cutting-edge AI technologies with confidence. AvePoint's comprehensive solutions provide the necessary tools for Netrix customers to secure data, drive innovation, and make data-driven decisions, positioning Netrix as a trusted advisor in the ever-evolving technology landscape.

## How Netrix Global Achieved Enhanced Data Security & AI Adoption with AvePoint



<https://youtu.be/vX4TEQ8P5Kc>

Join Kevin Walter, Field CTO at Netrix Global, who shares how his organization overcame challenges with governance over customers' rapidly growing data estate and accelerated adoption of AI tools for their customers.

[Watch Now](#)

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