

Teltec grows and advances toward predictive security by integrating Axur's intelligence into its SOC



Industry: **Cybersecurity**
Expertise: **34+ years in the market**
Team size: **280+ collaborators, with 50% being specialists**

Challenge

Before the partnership, Teltec faced the challenge of having to manually transform threat monitoring data into actionable insights. The lack of integration between external intelligence sources and the SOC made it difficult to correlate data, prioritize risks, and respond quickly to threats. The absence of an automated threat intelligence process limited the team's ability to proactively anticipate attacks.

Solution

With Axur, Teltec expanded its internal digital risk intelligence ecosystem, integrating Axur's data directly into its SOC workflows. Axur's solution enabled automated correlation of threats, faster identification of critical risks, and proactive protection against brand abuse, fraud, and digital exposure. By integrating Axur's data into Data Lake and AI-based platforms, insights were transformed into actionable indicators, optimizing decision-making.

Tangible results: cross-validation and significant reduction of false positives

With the integration of Axur's solutions into Teltec's SOC (Security Operations Center), the company moved toward a proactive posture in external threat monitoring. Teltec began to scale Axur through managed services and intelligent integration, delivering the solutions in a fully managed model and taking responsibility for the detection, qualification, and definitive removal of malicious content.

For SOC customers, the data is integrated into Teltec's AI-driven, data-driven platform, transforming insights into consolidated indicators and incident history within an efficient response workflow. In cases of credential leakage (usernames and passwords), the team performs cross-validation against customer databases, resulting in a high rate of true-positive events. This approach ensures that customers receive only critical, actionable alerts rather than noise.

In multiple cases, Teltec was able to detect, qualify, and mitigate threats at early stages—well before they evolved into critical phases involving data exfiltration or financial and reputational impact. The success of the partnership is reflected in customer feedback, particularly in terms of anticipation and the responsiveness enabled by the alliance.

"As an Axur MSSP partner, we gained the flexibility to tailor digital risk solutions to each customer's specific needs. This enabled us to natively integrate essential services such as CTI and Credential Leak Monitoring into our SOC contracts, as well as to create high-value, purpose-built service packages to address specific demands."



Rodrigo Salvo,
SOC Coordinator at Teltec.

Future vision: deep integration and predictive intelligence

With the partnership with Axur, Teltec consolidated its positioning as a comprehensive security provider, delivering broad and proactive digital protection. The integration between Teltec's AI-driven, data-driven platform and Axur's insights enables massive added value for customers, transforming raw data into predictive, actionable threat intelligence.

The future is integration. Teltec's vision is for the partnership to evolve toward an even deeper managed services model. The goal is to maximize the synergy between Teltec's AI-driven platform and Axur's insights, delivering large-scale added value to customers and keeping the company one step ahead in protecting against digital risks by turning raw data into predictive, actionable threat intelligence.

The experience as an Axur strategic partner

Marketing Coordinator Elisiane Piran highlights her experience with the partner program and the support provided by the team: "The Axur partner program has been very positive for us. The training sessions and materials provided help us become increasingly prepared to bring Axur's solutions to our customers."

In addition, the Teltec team emphasizes that the support is always highly proactive, contributing to the execution of webinars, in-person events, and more.

Based on this experience, Teltec recommends Axur as a strategic partner.

"The MDF resources have helped strengthen the brand, deepen relationships with customers and prospects, and expand our market presence through in-person events and webinars. With this support, we are reaching new regions and audiences."



Elesiane Piran,
Marketing Coordinator at Teltec.



The Axur and Teltec teams hold a joint event to strengthen growth initiatives.

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