More than a firewall: The backbone of AI-driven innovation

How zero-touch, AI-ready security multiplies business value with Apex Datacom—at just $100 per circuit*

Apex Datacom

apexdatacom.com

- Custom software developer and IT consulting firm based in the Seattle area
- Specializes in real-time communications, cloud apps, and business advisory services
- Longstanding reputation for engineering excellence and customer-first innovation

Challenges

- Increasing brute force attacks and cybersecurity threats across 10GbE circuits
- Legacy network architecture limiting agility and scalability
- Need for proactive security without adding operational overhead

Solutions

- Lumen® Defender℠ Plus, powered by Black Lotus Labs®, for preemptive threat mitigation
- Lumen® Edge Cloud Technology Solutions including Edge Bare Metal and Network-as-a-Service (NaaS)
- Lumen® SASE® with Fortinet® and Lumen® DDoS Mitigation Solutions

Results

- 200,000+ threats blocked in 30 days across two circuits
- Zero-touch deployment with immediate time-to-value
- Enhanced customer trust and reduced friction in application delivery

Apex Datacom

200K+
Threats blocked in 30 days

$100
Per circuit, per month*

Zero-touch
Deployment enabled instant security

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* Lumen Defender Plus rate is per hour, per circuit of 100Mbps to 1Gbps, available for Lumen Internet On-Demand and requires access to a NaaS enabled port. A $50 NRC will apply if purchased separate from internet. The stated rate is the average always-on monthly cost and excludes taxes and fees. Additional terms and conditions apply.

LUMEN®

Challenge

Brute force at scale

Apex Datacom, known for building mission-critical, real-time applications, found itself under siege. Their infrastructure—anchored by powerful 10GbE circuits and hosted on Lumen Edge—had become a prime target for brute force credential attacks.

"We saw login attempts to our servers from bad actors," said Glen Scotzin, Apex Datacom's COO and CTO. "If they figured it out, they had the keys to the castle. With the resources we run on Lumen Edge, we're a rich target."

Traditional security tools couldn't keep up. They were slow to deploy, difficult to manage, and resource-intensive—creating friction that threatened Apex's ability to innovate quickly and securely.

"Security is often treated as a cost sink, not a business multiplier," Scotzin added. "But when you're growing your business, you have to protect what you're building."

Apex needed protection that was fast, frictionless, and future-ready.

Solution

Security that starts before the edge

To stay ahead of attackers, Apex needed more than a firewall—it needed a force multiplier. Lumen Defender Plus, powered by Black Lotus Labs, delivered a proactive security layer built into the backbone of Lumen's AI infrastructure.

"We turned it on and immediately saw threats being blocked," Scotzin recalled. "No configuration, no training—just instant value."

Where firewalls react, Defender Plus anticipates—intercepting threats before they reach the network. In just 30 days, it blocked over 200,000 attacks across two Apex circuits. The cost? About $100 per circuit*, with zero operational overhead.

Running on the same low-loss fiber backbone that powers hyperscale AI workloads, Defender Plus gave Apex enterprise-grade protection from day one. Combined with Lumen Edge Cloud infrastructure and Fortinet SASE, Apex gained a layered defense that started before the edge.

> **"** Lumen delivers next-gen solutions—whether for AI, edge apps, or secure connectivity—using a powerful mix of building blocks."
>
> **— Glen Scotzin**
> COO and CTO, Apex Datacom

Results and Future Plans

Security that scales with ambition

Apex turned a modest investment into high-impact security with Lumen. By deploying Defender Plus, they shifted their focus from defense to innovation, eliminating overhead and freeing resources to build new platforms and expand AI capabilities.

They launched Bandwidth IQ—a custom network orchestration platform powered by Lumen APIs, adaptive policies, and AI-driven remediation—and began exploring voice AI with Lumen's low latency infrastructure to enhance contact center experiences and sentiment analysis.

From real-time engagement to seamless customer interactions, Apex is pushing boundaries—with Lumen as its backbone.

"Lumen is our number one strategic technology provider," Scotzin said. "They provide the building blocks, the people, and the trust we need to deliver amazing customer experiences."

Lumen Solution Set

- Lumen® Defender℠ Plus, powered by Black Lotus Labs®
- Lumen® Edge Cloud Technology Solutions
- Lumen® SASE® with Fortinet® and Lumen® DDoS Mitigation

866-352-0291 | lumen.com | info@lumen.com

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