

Q4: WE'RE IN THE FINAL STRETCH.

STEP ON IT!



Savvy sales pro's know it ain't over till its over – when the clock strikes midnight December 31st. Everything before that moment—big and small, clear or fuzzy—represents opportunity. Year-round discipline positions Q4 dominance—it's never about luck.

[Read What Six Years Selling Rapid7 DAST Taught Me About Q4 Performance](#)

INVICTI | T+ SUCCESS STORY

In Q3, T+ teamed with Invicti Sales Partner **Quinn Mohan** to displace incumbent Rapid7 DAST with a **hybrid solution**—Invicti-powered DAST scans enhanced by targeted manual pen testing.

Learn how T+ helps you win and retain below.

LEARNED

FOUR WAYS T+ HELPS YOU WIN AND RETAIN

OPTIONS

Wider choices that compete and foster stickiness like MSSP, hybrid testing, domain services & expert DevSecOps support – *all from within the **Invicti** family.*

CARE

Accounts of all sizes receive identical response speed and technical rigor despite their size or circumstance.

EXPERTISE

We bring DAST sales savvy and experience that's unique and powerful. Your accounts benefit from that depth immediately.

COVERAGE

Focus upmarket confidently. T+ profitably serves the startups, SMBs, and small enterprises outside your purview, ensuring complete territory coverage.

CARRYING THE FLAG

T+ amplifies Invicti positioning through independent market commentary. Recent posts like our [Kondukto acquisition analysis](#) demonstrate how T+ content reinforces your solution narrative.



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