

The Journey from MSP to MSSP



Cybersecurity threats are escalating, with both enterprises and SMBs increasingly relying on managed security services for protection. This shift creates a golden opportunity for MSPs and channel resellers to increase the share of managed security in their portfolios and future-proof their business.

Cybersecurity: the biggest opportunity for managed services globally

15% forecast growth in the cybersecurity managed services market in 2024

98% of MSPs are focused on building cybersecurity managed services

Identity access management, vulnerability and security analytics, and endpoint security are the fastest growing categories in cybersecurity spending.

50% year-on-year growth forecast in Managed Detection and Response (MDR)

145% growth in Remediation services in 2024

90% of customers would consider changing their IT provider to one that provides security solutions

Sources: Canalis research, Canalis 'Now and next for cybersecurity managed services' report, July 2024

Market challenges and hurdles

MSPs face several challenges in offering and delivering round-the-clock services to best protect their customers.

Market complexity and confusion

MSPs must demystify the complexity of the constantly evolving threat landscape to deliver effective and financially viable solutions.

Scaling Managed Security Services to SMBs

Many security services are designed for enterprise customers, delivering services to SMBs requires scale and automation to deliver at an affordable price point.

Skills and talent shortage

Skilled security engineers are scarce and expensive, impacting MSPs ability to provide services for growing customer demands.

High barrier to entry

Establishing an in-house Security Operations Centre (SOC) cost millions in making it out of reach for most MSPs.

Delivering Incident Response

Today it is a matter of 'when' not 'if' a cyberattack will occur. MSPs must be equipped to manage and respond to incidents around the clock.

Deliver a suite of Managed Security Services

By combining market leading vendor solutions, security service offerings and Infinigate technical expertise, we empower MSPs and resellers with an unrivalled portfolio of security solutions - all packaged and distributed through the Infinigate Cloud platform.

Education & Awareness

End-users are the first line of defence against new and evolving cyber-threats. Infinigate's education and awareness programmes identify and provide at-risk users with up-to date training, information and threat intelligence to help them address the daily threats they face.

Security Posture

The key to delivering effective security protections is identifying and addressing the risks and threats an organisation faces. Infinigate's solutions ensure the benefits of current and future security investments are realised.

Managed Security Infrastructure

Security infrastructure is the backbone to business continuity. Infinigate's as-a-Service model ensures your customers continue to operate in a cost-efficient manner.

Managed Security Services

Detection and response are critical components in defending against evolving threats. Infinigate's portfolio of Managed Security Services cut through the "alphabet soup" of EDR, MDR, XDR, etc. by providing complete 24x7 protection for your customers.

Incident Response and Remediation

Cyberattacks are now almost inevitable. Once an attack has been discovered, Infinigate's team of experts assist with immediate Incident Response and Remediation, getting your customer back up and running.

What is driving market demand?

Growing demand for Managed Security Services (MSS) is fuelled by several critical factors.

1. More sophisticated cyber threats and successful attacks

73% of small businesses experienced a cyber-attack, data breach, or both in 2023

Malware, ransomware, and business email compromise (BEC), remain the top three cyber-threats SMBs are facing.

More than twice as many SMBs as the largest organisations say they lack the cyber resilience to meet their critical operational requirements.

2. Global shortage of cyber talent

4million global shortage of cybersecurity experts

90% of organisations that experienced a breach in the last year say that they can partially attribute it to a lack of cyber skills.

3. Increased government regulations

In 2024 new laws came into force in major economies to bolster cyber resilience, including NIS2 and the EU Cyber Resilience Act (CRA).

Only 25% of small organisations carry cyber insurance.

Sources: World Economic Forum Global Cybersecurity Outlook 2024, 2024 Sophos Threat Report: Cybercrime on Main Street Details, Cyberthreats Facing SMBs, Identity Theft Resource Center 2023 Business Impact Report



Simplify your journey to Managed Security Services success

Our innovative Managed Security Service Distributor (MSSD) model demystifies the MSS market and simplifies entry by eliminating the need to develop security infrastructure or skills in-house by providing low cost, as-a-service consumption model solutions that meet the needs of your customers.

Why Infinigate MSSD?



Get Started Today

Confidently offer and deliver cybersecurity managed services to your customers with Infinigate.

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