

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

forecast growth in the cybersecurity managed services market in 2024

98%

of MSPs are focused on building cybersecuriy managed services

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

50%

Detection and Response (MDR)

year-on-year growth forecast in Managed

growth in Remediation services in 2024

90%

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

Canalys research

Canalys '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.

Skills and talent shortage

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

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.

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.

High barrier

to entry

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

Establishing an in-house



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

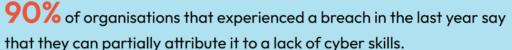
backbone to business continuity. Infinigate's as-a-Service model ensures your customers continue to operate in a cost-efficient manner.



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.



3. Increased government regulations In 2024 new laws came into force in major

4million global shortage of cybersecurity experts

What is driving market demand?

Growing demand for Managed Security Services (MSS) is

1. More sophisticated cyber threats and successful attacks

73% of small businesses experienced a cyber-attack, data breach,

Malware, ransomware, and business

email compromise (BEC), remain the top three

organisations say they lack the cyber resilience to meet their critical

More than twice as many SMBs as the largest

fuelled by several critical factors.

or both in 2023

cyber-threats SMBs are facing.

2. Global shortage of cyber talent

operational requirements.

Only 25% of small organisations carry

economies to bolster cyber resilience, including

NIS2 and the EU Cyber Resilience Act (CRA).



Unrivalled

solution portfolio

Our solution portfolio is

unrivalled in the industry

covering cybersecurity,

cloud and network

security.

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?

Marketplace delivery

Our award-winning marketplace platform provides a one-stop location for MSPs to purchase, provision and manage security services, saving time and Unrivalled

Technical money. expertise With over 1,500 vendor

accreditations, dedicated teams of solution specialists and long-standing vendor relationships, you can access our expertise to fill any gaps in your capacity of

3

5

experience, we are a trusted advisor to MSPs, demystifying the complex MSS market and streamlining service delivery.

4

experience

With over 25 years of cybersecurity

Our people

implementation,

monitoring and 24*7

local support.

Our 1,250 employees with a 1:2 technical:sales ratio, provide services including GTM strategy, pre-sales support,

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.

Get Started Today

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