chorus
cyber

Chorus Cyber & Microsoft: Start delivering Managed Security services today

Member of
Microsoft Intelligent
Security Association

Microsoft Security

Microsoft Verified
Managed XDR Solution

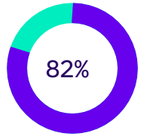
Going beyond
traditional security

Now is a good time to be a Managed Service Provider (MSP). With three out of five MSPs stating that they increased revenue last year, it is no surprise that 95% of survey respondents believe there is a significant market opportunity for smart, innovative MSPs.[1]

However, to stay ahead, remaining competitive is vital.

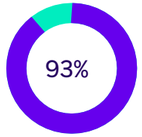
Central to this is the ability to offer leading security solutions that are aligned to your customers' requests.

This is reinforced by the fact



of MSPs consider comprehensive security as the most significant customer requirement[2].

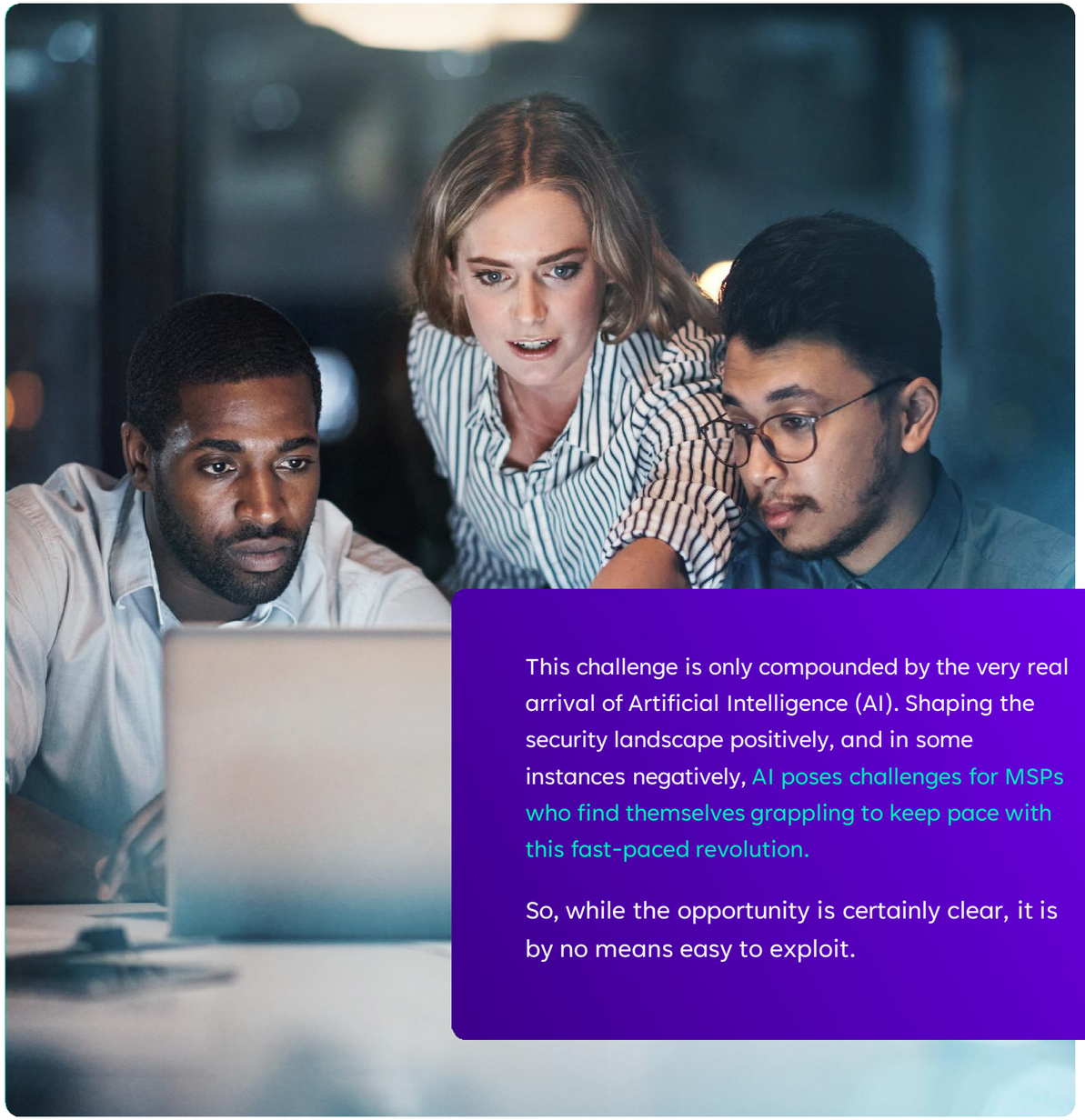
It has been reported that



of companies would consider moving MSPs if they were offered the right security solution[3].

While this landscape suggests a significant MSP growth opportunity, your offering needs to be robust, innovative and future-proofed. For security, this means doing more than just helping organisations recover from a cyber-attack.

It means being able to identify threats before they can cause damage. However, given the majority of cyber-attacks occur outside business hours and take less than 2 hours to cause significant harm, threat detection and response is no easy feat.



This challenge is only compounded by the very real arrival of Artificial Intelligence (AI). Shaping the security landscape positively, and in some instances negatively, AI poses challenges for MSPs who find themselves grappling to keep pace with this fast-paced revolution.

So, while the opportunity is certainly clear, it is by no means easy to exploit.

Microsoft: A market leading security solution

It is essential to provide a comprehensive solution that offers end-to- end support and cutting-edge technology. It is increasingly evident that Microsoft is becoming the preferred solution for many customers, and it is not hard to see why.

By investing billions every year and with over 10,000 threat and intelligence experts to hand, Microsoft has the most advanced security telemetry globally and can integrate with any third-party service.

Contrary to popular belief, reaping the benefits of advancements in Microsoft security solutions does not necessarily mean additional software purchases. In fact, your customers could already be paying for security within their existing Microsoft licenses and not fully utilising them.

Unlocking the advantages of a strategic partnership

As early as 2017, 86% of IT security professionals either already partnered or were planning to partner with an MSSP[3]. As the cybersecurity picture has become even more complex this has increased, with the market set to grow by up to 15% between 2022 and 2025[6].

The benefits of partnering:

- Instant support from deals to delivery – share responsibility end-to-end Extended
- coverage with highly skilled resources as an extension of your team
- Delivery insights and reports that can significantly expand your professional services revenue opportunity
- Access to accredited experts to help your standing as a trusted advisor
- Unlocking new opportunities with existing and new clients
- Increased profit margins

And importantly, you'll provide a huge amount of value to your end customers:

By partnering you can provide an ROI of

152%[7]

46%

of managed IT users have cut their annual IT costs by 25% or more by outsourcing to an MSSP[8]

Sound good? Then look no further than Chorus Cyber.

Is your current security approach falling short?

Are your customers requesting security services that fall outside your usual scope of expertise?

Are you missing the headcount and skills you need to keep up?

Are you concerned that you are losing out on customer opportunity and valuable revenue?

If any of this resonates with you, you are by no means alone. It was once a widely held belief amongst MSPs that they could seamlessly integrate security into their wheelhouse. This is far from today's reality and many MSPs are now being caught off guard by client expectations.

In order to fulfill these opportunities, you may consider building an in-house Cyber Security Operations Centre (CSOC). However, for most companies this is not feasible due to the associated costs, risks and time, which can lead to missed opportunities and even competitive takeover in existing accounts.

The challenges with building an internal CSOC include:

- Attracting and retaining the right staff with the right skills
- Building the relevant processes and technical architecture to deliver robust services The
- large, upfront costs to recruit, build and go to market
- The time and risk involved in building a business-critical service
- The struggle to keep up with the rapidly changing cybersecurity landscape

Did you know?

Out of **500** organisation's surveyed, **40%** of respondents rated their internal SOC as ineffective and less than half had confidence in it[4].

Research indicates that as a minimum, building an internal 24/7/365 CSOC involves employing **12 staff** at a total cost of **£594,000 per year**[5].

Chorus predicts that it takes **over three years** to build a CSOC, with at least **one VAR losing 14 contracts** in eight months as they could not build it quickly enough.

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Why Chorus Cyber?

At Chorus Cyber, we are committed to delivering excellence and forming powerful partnerships within the IT channel. Here is just a snapshot of how partnering with Chorus and taking advantage of one of our three tiers of managed security services can deliver strategic advantage to your business.

Trusted Microsoft security partner

As exclusive members of the Microsoft Intelligence Security Association (MISA) and with Microsoft-verified MXDR status, we are one of the most reliable and trusted Microsoft security providers in the world.

More than just an alert factory

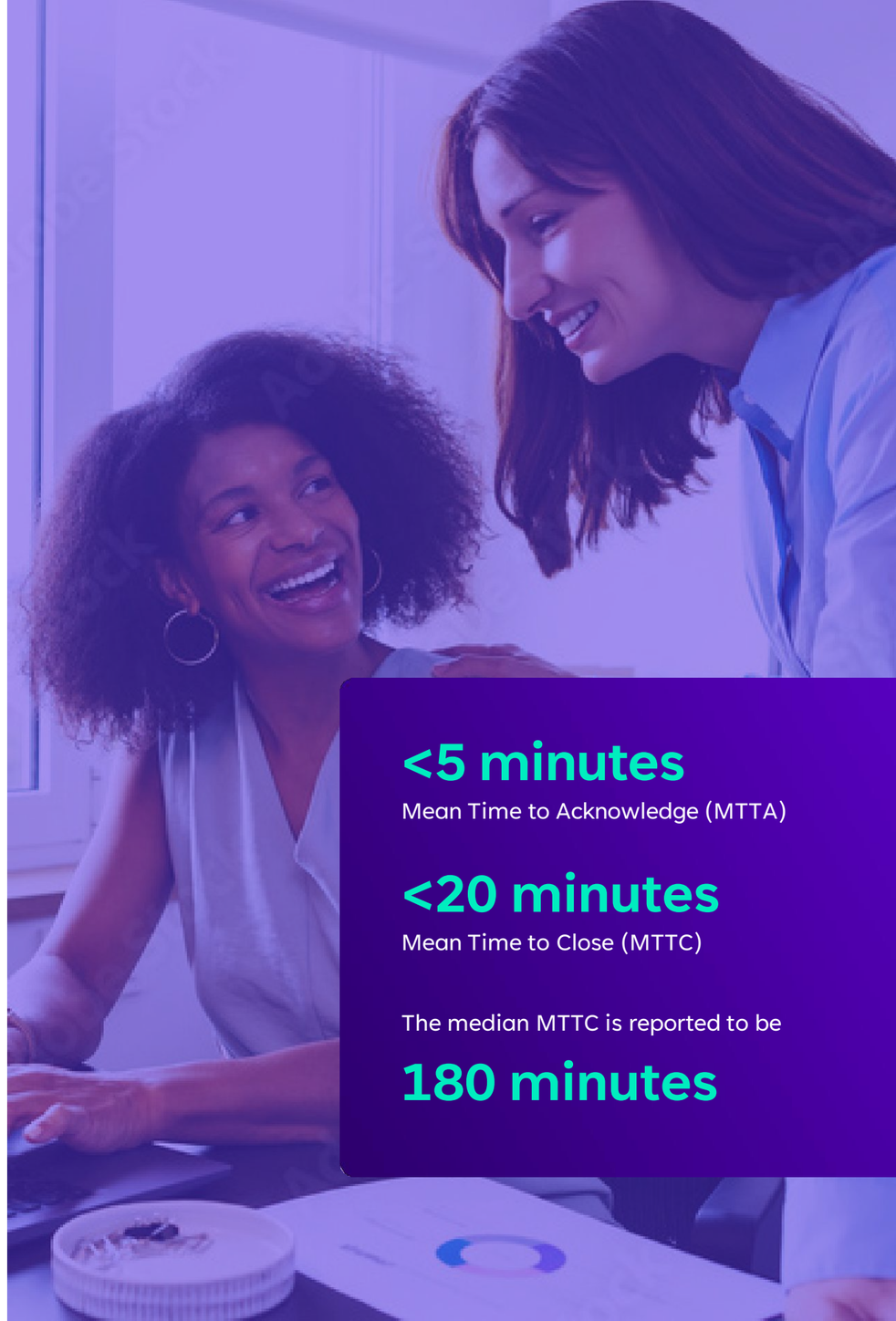
We don't just throw threat notifications over the wall. Through our 24/7/365 CSOC, we proactively contain and close threats with some of the quickest statistics in the industry. This includes <5 minutes Mean Time to Acknowledge (MTTA) and <20 minutes Mean Time to Close (MTTC). The median MTTC is reported to be 180 minutes, industry-wide[9].

Dedicated support

We understand the investment required to win services. That's why we actively participate in customer pre-sales calls, assist in crafting proposals and presentations, and stand side-by-side with you throughout the customer lifecycle.

Channel partner-centric delivery

Our channel partner programme is designed with you in mind. We are committed to supporting your business growth and rewarding your success. Through this approach, we not only provide preferential pricing based on the number of seats sold but actively contribute to increasing your profit margins.



Tiered managed security services

MXDR

Extended threat detection & containment across identity, network, email, infrastructure, data and applications using Microsoft security and 3rd party tooling.

MDR

Advanced threat detection and containment services to protect all your endpoints.

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Get started with Chorus Cyber

Get in touch with our expert team today to receive a free demo and discover how to expand your security business through partnering.

partners@choruscyber.com | www.choruscyber.com

1. Datto 2. Webroot 3. Continuum and Vanson Bourne 4. IT Web 5. UK Talent 6. Log point 7. Trellix 8. Comptia 9. Tech Target