CONNECTSECURE

Drive new business with Vulnerability Assessments

ConnectSecure positions the MSP as an indispensable IT partner.

Generate new revenue with Vulnerability Assessments

What's an effective way to demonstrate your worth as an MSP? Show your prospects and clients where they are at risk of exploitation. With a ConnectSecure Vulnerability Assessment, you can make an immediate impact by identifying the security gaps they didn't know existed. As businesses try to shore up their cybersecurity postures amid high-profile breaches and evolving threats, no other service delivers more instant value.

> *The message of cybersecurity really resonates.*
>
> Sandeep Kaushal

What you need to win them over: Show them what they don't know.

No business is too small to escape the threat of malicious actors. In fact, a recent Verizon report showed 43% of cyber attacks targeted small businesses. But few companies realize how large their attack surface really is. And as you can point out—you can't protect what you don't know. The road to security starts with a vulnerability assessment to uncover everything.

How to leverage vulnerability assessments in sales conversations

"The message of cybersecurity really resonates." That quote belongs to Sandeep Kaushal, President of a leading member of the TeamLogicIT family, who leverages ConnectSecure to both drive new business and demonstrate tangible value to existing clients.

Armed with the facts, you can drive sales conversations with a focus on business risk. Your customers will appreciate the easy-to-understand reporting, while you will enjoy the intuitive dashboard that makes it all so easy to white label and present. By sharing a prioritized view of their vulnerabilities, you gain just the selling leverage you need to win their business.
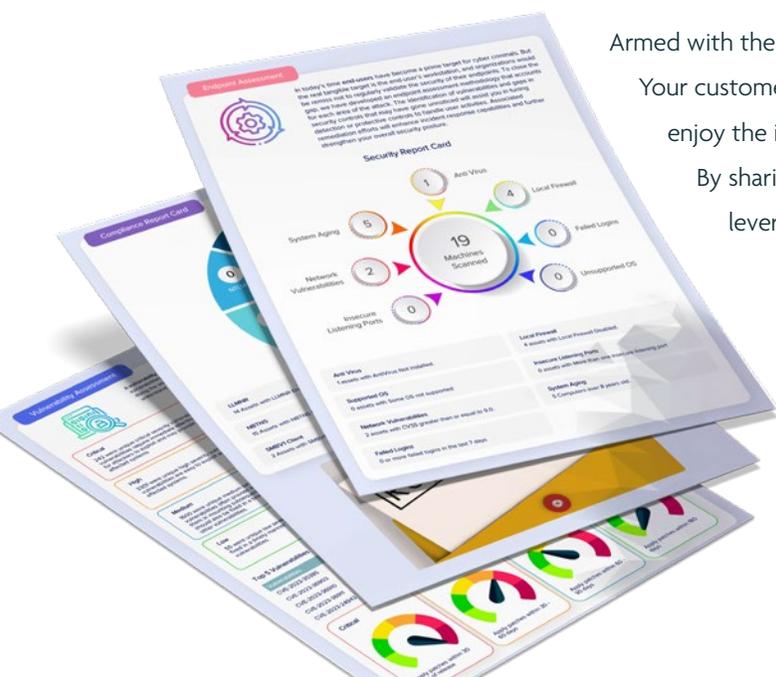
Close more deals with a vulnerability assessment in your MSP portfolio

Enhanced Client Security

Leverage vulnerability assessments to gauge how well prospects (or clients) are able to protect their information and information systems from cyber threats.

Ease of Compliance

Identify their adherence to crucial standards and regulations, such as PCI DSS, HIPAA, GDPR IV, NIST 800-53, and more, offering peace of mind and a clear path to compliance.

Invaluable Vulnerability Insights
(network- and application-based)

Uncover all IP-based devices on their networks, share crucial insights into potential security flaws, and understand the severity of each vulnerability across all applications (ex. web, mobile, cloud, desktop, network).

Full Active Directory Visibility

Gain a 360-degree view with on-site and Microsoft Entra ID scanning to detect and monitor multi-factor authentication (MFA) compliance and deliver a Office 365 Risk Score, enabling preventative measures against potential cyber threats.

Proactive Decision-Making

Flag vulnerabilities before they become breaches and enable your prospects to see the value of taking a proactive, rather than reactive, approach to cybersecurity.

Proof of Impact

Deliver detailed, white-labeled reports, including a Consolidated Risk Score as well as scores for all assessment areas. Use the results to suggest next steps.

Add value, not work

The ConnectSecure vulnerability assessment is made for busy MSPs. As a solution in the Identify and Protect segments of the NIST Cybersecurity Framework, it allows you to automate functions, adding value to the end customer without increasing your heavy workload. The flexible design provides a quick and seamless setup.

Choose the type of scan that works for your environment and requirements:

- **Agent-based scanning** (Probe and/or Lightweight)

- **Agentless scanning** (Scan Agent/Assessment View)

- **Flexibility to scan different environments with different requirements**

Your clients benefit from Vulnerability Assessments—and so do you

Boosts Credibility

Businesses look to insured MSPs with their own house in order. Our vulnerability assessment delivers proof, not guesswork, that you have what it takes to help businesses thrive amid rising threats.

Meet Demand

Customers increasingly need MSPs that can help them check a number of boxes required to get cyber insurance, such as vulnerability management, configuration management, and Active Directory monitoring and management.

Build Cyber Resilience

MSPs are like patient zero. You reap the benefits of assessing your own cybersecurity practice—and remediating any vulnerabilities — while assuring their customers enjoy the same optimal protection.

Open Up Sales Conversations

Vulnerability assessments allow you to open up a discussion about risk and gives you an opportunity to earn customer confidence while expanding sales.

Karl Bickmore | CEO of Snap Tech IT

Other MSPs drive business with ConnectSecure. You can, too.

66 *We're winning a lot of deals. And our differentiator typically is that our assessment shows where the security needs are.* 99

Start selling Vulnerability Assessments

Download a white-labeled brochure that you can use to introduce the topic and benefits of vulnerability assessments to your clients and prospects.

DOWNLOAD NOW

Get started

See ConnectSecure in action with a Free 14-Day Trial.

No credit card required.

START YOUR FREE TRIAL

About ConnectSecure

ConnectSecure is a global cybersecurity company that amplifies managed service providers' (MSPs) ability to assess client risk, build recurring revenue, and overcome the challenges of the ever-evolving cyber threat landscape. Focused on partnering with and meeting the specific needs of MSPs, ConnectSecure delivers tools to identify and address vulnerabilities, manage compliance requirements, and grow service provider practices.