



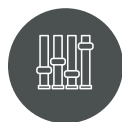
Case Study:



Organization

YMtech was established in Melbourne, Australia as a managed IT service provider (MSP), offering services to the medical sector. Over the years, the business developed to be a dominant player in the industry, servicing multiple companies around the world and backing several successful startups.

As technology developed, YMtech has transformed its operations, moving to provide cloud services and helping other businesses make the transition as smooth and painless as possible. YMtech's B2B services now include IT consulting, digital transformation, and integration.



Business Challenge

As Covid-19 continues to generate global headwinds, YMtech was searching for fresh revenue streams to further fuel their growth. Already a trusted Managed Service Provider, YMtech wished to expand their offered services to include IT security, a sector which is experiencing rapid growth and innovation.

However, transitioning from an MSP to an MSSP can be complex, expensive, and time-consuming. Especially during a period of high inflation, YMtech wishes to avoid the prohibitive up-front investments associated with hiring a fresh team of security analysts and purchasing a suite of new software licenses.

Challenge

Bring additional customer value with proven cyber security products while expanding recurring business streams. Accomplish this while limiting risks, managing costs, and establishing a robust value proposition.

Solution

Leverage Quantum Armor to deliver automated continuous monitoring, threat intelligence and cloud security audit reports on a daily or on-demand basis.

Benefits

For a fraction of the cost of hiring a single employee, YMtech positioned itself as an emerging MSSP and now delivers credible and actionable guidance to its clients, establishing a new high-margin, low-capital, and fully scalable revenue stream.



Solution

YMtech chose Quantum Armor to help facilitate their expansion into managed security services. **Quantum Armor**, Silent Breach’s attack surface management platform, seamlessly integrates continuous monitoring, cloud auditing, and Dark Web threat intelligence into a single unified solution. It enables all reports to be customized according to YMtech’s brand and preferences so that they can be delivered daily to their customers from day one.

Why did YMtech start with an ASM product? Simply, YMtech customers needed to understand their vulnerability from an external perspective. **Quantum Armor** provides YMtech with a tactical understanding of their customers’ actual security risks, allowing them to quickly identify their real threats and proactively prioritize and recommend professional solutions to secure their environment. Through Quantum Armor, YMtech was able to establish their increased value to their clients immediately and deliver actionable intelligence to drive deeper engagement with additional recurring revenue streams.

ASM products like Quantum Armor are now a foundational step on any MSPs journey to becoming a full Managed Security Services Provider.



Quantum Armor was the only ASM solution which was both intuitive and powerful enough to drive revenue from day 1.



Yuri Miloslavsky
Founder and CEO, YMtech



Benefits

Prior to integrating Quantum Armor, YMtech faced an all-or-nothing decision: either remain an MSP and continue to grow incrementally or take a risky leap and invest in a wholesale transition to become an MSSP.

Understanding the dynamic nature of the threat landscape, and the high sensitivity of their business, Quantum Armor’s competitive pricing enabled them to manage costs while delivering immediate tangible value to their customers on a recurring basis.

Quantum Armor™ is a product of Silent Breach, a multi-national cybersecurity firm specializing in network security and digital asset protection. Silent Breach provides a holistic approach to cybersecurity, offering clients a suite of turn-key solutions that combine world-class cybersecurity services, managed programs, and an expanding product suite. This is supported by an award-winning security team stationed across three continents, a global SOC, and around-the-clock operations.

Contact us for a live demo, or get started with a free trial.

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