Seceon MSSP partner launched a new XDR service built on Seceon aiXDR and added 165 clients worth $15.6M in ARR in just six months.

" The multi-tenant capabilities and operational efficiencies of Seceon's platform enabled us to consolidate our security tool stack while still being able to meet compliance requirements."
-CTO, MSSP.

A Mid-West USA based MSP with 300+ employees planned to expand their target market with new advanced security services.

Challenges:

Grow cybersecurity managed services in new markets. Expand the business by expanding its target market in two ways - deliver services to clients with more complex compliance and regulatory needs and provide services to smaller clients in specific verticals.

Launch a new XDR service that enables the MSSP to compete and win. Deliver the complex managed services that are required to help clients in these new markets meet their compliance requirements, including healthcare, retail, financial services, hospitality, and government.

Select a cybersecurity platform provider that understands the MSSP business. and technical implementation models and can power the efficient delivery of the XDR service without adding dozens of analysts, complex deployments, and big costs.

*"We're hyper-focused on building best-of-breed cybersecurity solutions for our customers and **Seceon is core to that strategy. Built on the aiSIEM platform, our award-winning solution, XDR, offers proactive defense monitoring and alerting to safeguard our clients from various attacks and downtime-causing incidents**."*
-CTO, MSSP

Solutions:

Seceon's aiXDR was selected for its ability to meet all of the requirements the team had shortlisted:

Ingestion of events, logs, flows, and user activity data from almost all sources; identities, networks, endpoints, clouds, and applications.

Contextual enrichment with threat intelligence (70+ sources), vulnerability assessment, and historical data.

Behavior baselining and profiling for anomaly detection leveraging Machine Learning and Artificial Intelligence techniques.

Advanced event correlation and situational awareness (on-premises and cloud) and behavioral patterns with AI and Dynamic Threat Models.

Identification of threats based on rules-based policies creation, enforcement, and notification for appropriate action and governance

Protection and response based on automated remediation (based on incident triaging and or prebuilt playbooks) and real-time remediation

Continuous compliance and reporting across several key areas – security, compliance, operations, and investigation.

Results:

Reduced licensing costs by 70%. The deployment of Seceon aiXDR enabled the MSSP to consolidate and replace legacy and high-cost existing solutions, including their SIEM, SOAR, UEBA, IDS/IPS, EDR, and threat intelligence feeds.

Improved team efficiency by over 80%. The AI/ML-powered automation of Seceon's aiXDR enabled 24/7 continuous detection and response without adding additional security analysts and complex manual processes and documentation.

Drove an increase in ARR of $15.6M. In just the first six months after the launch, the MSSP experienced a very high closing rate and added 165 new clients. The ability to expand their services to meet the needs of more complex, compliance/regulated clients and to deliver their services to smaller companies in existing verticals enabled the MSSP to grow faster and more efficiently.

Met the compliance and regulatory requirements. Greatly improved the MSSPs' efficiency for providing HIPAA, PCI, GDPR, NIST compliance controls, and audit reports.

Learn more about Seceon aiXDR and

Schedule a Demo