MSP + SECURITY. THE POWER OF BECOMING AN MSSP.

The threat landscape is vast, diverse and increasingly dangerous.

60% of small-to-medium-sized businesses (SMBs) that suffer a cyberattack are out of business within six months.1

Managed service providers (MSPs) with the will and means to become managed security service providers (MSSPs) will not only address critical needs in the marketplace, they’ll be well positioned to create revenue streams and expand their customer base.

60%

MARKET DRIVERS FOR MANAGED SECURITY:

359,000
Worldwide Shortage of Cybersecurity Professionals2

3.1M
U.S. Shortage of Cybersecurity Professionals1

$20B
Average cost of ransomware damages in 20202

$291,870
Increase in the average total cost of a data breach.3

73.9%
Increase in the average cost of ransomware damages from 2019 to 20203

Evolving Threat Landscape

Security services will be the largest and fastest-growing segment of that market, accounting for roughly half of all spending throughout the forecast period for a 10.5% five-year CAGR.

Growing Complexity of Security

$174.7B
Projected worldwide spending on security in 2024.4

8.1%
Compound annual growth rate (CAGR) of cybersecurity.

73.9%
Increase in the average total cost of a data breach.5

MSSPs can fill the void:4

Security services will be the largest and fastest-growing segment of that market, accounting for roughly half of all spending throughout the forecast period for a 10.5% five-year CAGR.

Just about every MSP delivers foundational security services. The way to stand out from the competition is by providing these advanced and comprehensive services:

Advanced Services

Goverance, Risk and Compliance (GRC)

Identity and Access Management (IAM)

Unified Endpoint Management (UEM)

Log Management

Security Information and Event Management (SIEM)

Endpoint Encryption

Data and Discovery Classification

Classification

Log Management

Endpoint Encryption

Comprehensive Services

Incident Response Training

Predictive Analytics

DNS Management and Mitigation

Sandboxing and Advanced Persistent Threat (APT) Protection

Privileged User Management

Help is available for MSPs willing to invest in security and develop an MSSP practice. Tech Data’s holistic approach to cybersecurity helps enhance your security practice with a full complement of solutions, services and programs:

SECURITY SOLUTIONS & SERVICES

SECURITY EXPERTISE

PROGRAMS

Assessment, Compliance, Implementation and Incident Management

Solution-focused experts can assist with enablement.

Comprehensive training curriculum and security profile assessments.

Comprehensive Vendor Portfolio

Solution-focused experts can assist with enablement.

Comprehensive training curriculum and security profile assessments.

Solution-focused experts can assist with enablement.

Program focused on developing expertise in various security areas.

Solution-focused experts can assist with enablement.

End-to-end distribution-focused Cyber Range simulates real-world scenarios allowing you and your customers to respond to cybersecurity threats.

Solution-focused experts can assist with enablement.

Digital Security Practice Builder helps providers develop expertise in various security areas.

Solution-focused experts can assist with enablement.

First-ever distributor-focused Cyber Range simulates real-world scenarios allowing you and your customers to respond to cybersecurity threats.

Solution-focused experts can assist with enablement.

Comprehensive training curriculum and security profile assessments.

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Are you ready to learn more about transforming your business to become an MSSP? Contact us at securityservices@techdata.com or visit www.techdata.com/security

1. The U.S. National Cyber Security Alliance.


