

# WHY MSSPs LOVE OUR SOLUTIONS

Saner Business for Managed Security

Service Providers



secpod

Every managed security service provider wants a competitive edge. As mentioned in our Enhance the MSSP Experience whitepaper, the definitive goal of every MSSP is to deliver the utmost quality of service possible with the most effective and least expensive solution.

At SecPod, we meet the expectations of managed security service providers. Our Saner Business endpoint security solution helps improve MSSP profitability. Saner reduces costs, increases productivity, and grows recurring service revenue. In this paper, we will share

## Saner Business: The Perfect MSSP Partner

The Saner Business endpoint security solution is designed for managed security service providers. It helps MSSP efficiency and provides an effective and differentiated security solution. The 8 most loved features are:

### 1. Vulnerability Fixing

MSSPs value the convenience of finding and eliminating vulnerabilities in a few easy steps. Identification and remediation of vulnerabilities throughout the network is a simple automated routine. With Saner Business, MSSPs provide a service to ensure their client's endpoint systems are protected.

Saner Business allows MSSPs to offer discrete services. They can provide scanning/remediation as a basic service, and threat detection/response as an extended service. This gives MSSPs the flexibility to add endpoint security services to their current managed IT services.

### 2. Regulatory Compliance

Many MSSPs are responsible for regulatory compliance. The ability to assess systems against organizational security benchmarks or system hardening parameters within minutes, and fix the deviations is a much-appreciated feature. Saner Business ensures continual compliance to security benchmarks.

Saner Business supports regulatory compliance standards and legislation such as PCI, HIPAA, ISO 27001, or NIST-800-53.



*"We include Saner in our service bundle for all clients. Remediation rules let you automatically patch and configure systems to eliminate vulnerabilities. Saner is complementary to our other tools, enhancing our complete security service offering."*

- Evan Oberman - President and CTO - Business Cloud, Inc.

## 4. Reporting

Saner Business provides default reports with a backup feature that allows MSSPs to share the detailed security posture of endpoints with their clients, which also highlights the ongoing value they provide to their clients. Backed-up reports can be sent via email and serve as a trending history of incidents that have occurred in an organization.

Administrators receive alerts on new vulnerabilities, compliance deviations, and threats, as they are detected. These real-time reports on device, asset, vulnerability, compliance, patches, and threat indicators keep MSSPs continuously aware of potential threats. By identifying threats before they can exploit endpoints, MSSPs help customers improve revenue, retention, and customer satisfaction.

## 5. MSSP-Friendly Pricing Model

One of the biggest benefits to MSSPs is the elimination of huge capital investments for new customers and the cost of upgrading existing systems to the latest release. MSSPs like our pricing model because it is simple and does not require upfront cost. The pay-as-you go concept works for MSSPs as they deploy Saner.

Saner Business is provided as a subscription based on the number of managed endpoints. It is easy to scale client revenue as deployments expand. With Saner, MSSPs increase client value and revenue, reduce costs, and maximize profit margin.



*"With Saner Business we reduced endpoint vulnerabilities with just a fraction of our IT budget. Bundled remediation completely eliminated the need for multiple tools."*

Philip Morrison, Jr. - Chief Security Officer - Uber Operations

## 6. Multiple OS Management

MSSPs need a platform capable of supporting clients using multiple operating systems. Saner Business supports most operating systems. It is designed to manage heterogeneous IT environments containing laptops, desktops, and servers. All management processes for various hardware and software platforms are effortlessly integrated into one web-based management solution. This permits carrying out everyday operations for all managed devices in a similar way. Most MSSPs like that Saner supports Windows, Linux, and Mac OS X.

## 7. GUI and Ease of Use

MSSPs like the Viser GUI and its ease of use. They recognize powerful functionality in a nicely presented dashboard. The user interface provides significant information on the total number of endpoints, active endpoints, threat indicators, and more. MSSPs manage the security of all clients from the Web console. Scheduled updates avoid any inconvenience to the user.

## 8. Co-branded Products and Services

Our partnership model gives MSSPs the opportunity to benefit from co-branded products and services. As a SecPod partner, they have the option to co-brand the Saner product either in conjunction with their own product offerings or as stand-alone offerings.

Most MSSPs like that they can put their logo on Viser and on the Saner Business reports. By co-branding, our MSSPs receive benefits including brand recognition and credibility, a proven security product that they can present to their clients, and the opportunity to expand relationships with customers through value-added services.

Learn more about the SecPod **MSP Partner Program**.  
Visit our **website** to learn more about **Saner Business**.

## About Us

SecPod Technologies creates cutting edge products to ensure endpoint security. Founded in 2008 and headquartered in Bangalore with operations in USA, the company provides computer security software for proactively managing risks and threats to endpoint computers.

### Contact Us

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