

Managing configuration security & compliance for 100s of clients

Case Study: MSSP w/ 100s of multi-cloud customers with disparate security & compliance needs.

Problem

With so many unique cloud setups, the managed security services provider had to **manually verify client-specific security frameworks** and **manually map them to regulatory requirements**. This meant that **for every new client, they needed more security engineers** to query, reconcile, assess, and triage massive amounts of data.

Solution

Secberus' multi-tenant architecture enabled the MSSP to **apply customized frameworks and policies to each customer**, the data-lakehouse approach enabled them to ingest and manage **configurations specific to each client need**, and for the MSSP to leverage **fewer people across more clients**.

Outcome

The MSSP was able to **quickly build service lines around customer needs** and deploy them with a click of a button. They were able to **automate assessments of the bespoke security and compliance requirements** of their clients, and **scale the business**.

The MSSP expects to expand it's TAM and increase its profitability.

"With Secberus, not only are we able to address client needs more effectively, but we are able to do more efficiently. Secberus helps us grow our margins and we can re-invest in our people and our products and our services."

**VP of Cloud Business
Development & Strategy
Fast growing MSSP**

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