



UNLOCK YOUR MSP'S POTENTIAL WITH OUR VCISO SERVICES

Partner with us to enhance your MSP's cybersecurity expertise, capabilities, revenue and improve your clients' cybersecurity posture and satisfaction.
Contact us today to learn more and schedule a consultation.

TECHNICAL EXPERTISE



MIKE WILKES

DIRECTOR OF CYBER OPERATIONS

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As a seasoned professional, Mike has built, transformed, and protected companies such as SecurityScorecard, ASCAP, Marvel, AQR Capital, ING Bank, Rabobank, CME Group, Sony, Macy's, as well as European banks and airlines. Nominated in 2020 to the World Economic Forum as a technology pioneer, he provides thought leadership on cyber resilience in the oil and gas industry as well as quantum security working groups.

A graduate of Stanford University and author of a book for Cisco Press in 2002, he is a featured speaker at technology conferences for Black Hat, Gartner, GovWare, and SANS and is a professor at NYU teaching graduate-level cybersecurity courses.

WHAT YOU GET:

- **Risk Assessment and Roadmap:** Conduct comprehensive risk assessments and develop effective risk management strategies and service roadmap.
- **Strategic Planning:** Develop tailored cybersecurity offerings aligned with your business goals to drive growth and success.
- **New MRR:** Capture additional revenue by implementing security improvements and projects.
- **Enhance Team Expertise:** Provide learning opportunities for your team with access to our cybersecurity experts. Keep them updated with the latest trends, tools, and best practices.

WHAT YOUR CLIENTS GET:

- **Webinars and Training:** Host educational sessions facilitated by our experts to empower your clients with knowledge of emerging threats and industry best practices.
- **Client Support and Advisory:** Offer expert guidance on best practices, compliance requirements, and risk management strategies to augment your clients' security posture.
- **Incident Response and Crisis Management:** Engage our support for prompt and effective incident response with cybersecurity incidents, minimizing downtime and restoring operations.
- **Talent Retention:** Invest in growing the cybersecurity skills of your team with mentoring and attention to their career development with your company.





Harness the power of our vCISO services to elevate your MSP's cybersecurity knowledge and provide unparalleled support and guidance to your clients.

SAMPLE PROJECT ECONOMICS

Engagement Type	Total Hours	vCISO	PM	IC	MSP Revenue Forecast
New Tool (Simple - 6 weeks)	65	5	10	50	\$3,000
New Tool (Complex - 12 weeks)	174	24	30	120	\$7,500
Replace Tool	55	5	10	40	\$2,500
Consolidation of Tools	95	15	20	60	\$4,000
Security Awareness Training	22	8	4	10	\$700
MSP/MSSP Governance	60	10	10	40	N.A.
MSP/MSSP Client Governance	80	10	10	60	\$3,500
Cybersecurity Health Review	2	2	0	0	varies

*Note: we used a blended hourly rate for project manager (PM) and Individual contributor (IC) roles of \$50 per hour and the vCISO hours are purchased in bundles of 10 hours at a time. The MSP/MSSP determines what their markup should be on the vCISO hours and can split them among clients (2 clients @ 5 hrs each or 5 clients @ 2 hrs each for example).

