

# GUARDIAN 360°

## SECURITY IN THE CLOUD IS NO LONGER OPTIONAL

More and more organizations are lifting their mission-critical IT to the cloud, with specialists supporting them to choose the right platform. Often, security does not get the attention it deserves. As a result, stories about major attacks on cloud environments become common.

To support its customers in ensuring the availability, integrity and reliability of cloud environments, Intermax is engaged in a transition to Managed Security Service Provider (MSSP).

## SECURITY IS INDISPENSABLE FOR HEALTHY BUSINESS OPERATIONS

For too long, many Managed Service Providers (MSPs) and their clients have treated security as an afterthought. The general attitude was: “there’s no reason to panic; it’s not that important.”

“That era is well behind us,” says Herwin Jan Steehouwer, Business Development Director at Intermax, starting the conversation. “Just look at the attack on the Center for Facial Restoration (TCFFR) last November, or on the GWK Travelex website or the recent problems with Citrix at the start of 2020. Organizations must pay more attention to security. We all think it is quite normal to put a lock on our front door with a three-star SKG or to install a good alarm system. Yet, there is still a lot of room for improving security at the IT level. The steps that have been taken so far have often been set in motion by laws or regulations. Companies are still not sufficiently aware that security is really an important part of a healthy business.”

Intermax has long been a Guardian360 partner, and until recently, it sold this platform as an extra service to its customers. However, Intermax no longer thinks that this is sufficient and has therefore decided to include the Guardian360 platform as part of their standard service.

“We now enable the Guardian360 scanners for each customer in a number of phases. We motivate our customers to think more about the risks of their cloud environment. After all, transferring your business-critical IT to the cloud does not mean that the security basics are in order. Our customers are often shocked by the results of the scans. That creates awareness, so they see that they also need to have more attention to security,” Herwin Jan continues.



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## INTERMAX HELPS CUSTOMERS TO GET IN CONTROL

Jan Martijn Broekhof, Managing Director of Guardian360, adds: "Many companies are unaware that they currently have inadequate security measures in place. Using the Guardian360 scans, we make them aware of their ineptness according to information security. By doing so, people suddenly see what is wrong and which vulnerabilities and compliance deviations they have to deal with. That can be quite overwhelming. The consequence of doing nothing is accepting having a major incident somewhere in the near future. In that case, your network will be offline for weeks or longer. Of course, such an incident costs a lot more than preventive investment in good security. Moreover, you even risk the continuity of your business. By getting started with the results of the scans, companies are becoming increasingly in control.

That is why the collaboration between Guardian360 and Intermax is also so valuable for Intermax's customers. We provide the platform to identify the vulnerabilities and Intermax advises and helps the customer to become much secure."

Herwin Jan jumps in: "In the past, we saw that although all sorts of tooling was enabled for customers, this did not prevent the customer from having more than one million euros in damage from an attack. The tooling was not used adequately or was not given any attention at all. Often, attacks were kept silent, so that nothing seemed to be wrong. I am therefore pleased that organizations are becoming more open about the issues at stake. As a result, companies are becoming increasingly aware of the risks."

## SECURITY DOES NOT HAVE TO BE COMPLICATED

"Now that we enable Guardian360 by default for our customers, we can really add more value for them. We no longer sell licenses for Guardian360, but we can help them to indicate the results of the scans and, in a joint effort, devise a plan of action, intending to implement it. That is a completely different business model. We chose to set up our own security department. However, in principle, that is not necessary."

Jan Martijn explains: "A large part of the vulnerabilities that we see as result of our scans can be eliminated by system and network administrators. Therefore, it is not necessary to set up a whole new security branch. A part of the field of security is, of course, very specialized, such as risk management and compliance. But with good system and network administrators, as an MSP, you can manage to properly support your customers with most issues. The fact that Intermax goes one step further is a logical consequence for them. Security is in the DNA of the company. That was already the case before it started using Guardian360. Furthermore, Intermax has the ambition to offer the most secure cloud solutions in the Netherlands. Guardian360's platform is, for Intermax, an essential part of the transition to an MSSP."

Are you, as an MSP, also working to improve IT security for your customers on a daily basis? The Guardian360 platform offers various accessible services to help you do so. Do you want to go one step further and start the transition to MSSP with Guardian360? Then [contact us](#)! We are happy to discuss the options with you.