

Business IT 365 Streamlines Security Management with Hosted Network's Co-managed and Secured Connectivity Bundles

Challenges

- **Un-Secured Connectivity:** End user's were often unaware of the security vulnerabilities within their networks until they were specifically educated on its potential risks to their business.
- **Resource drain:** Managing cyber-security internally, especially firewalls, was tedious and time-consuming, which ended up diverting their engineers from other critical tasks.
- **Long sales cycle:** As security is a big-ticket sale, the education and sales process required significant time and effort from Business IT 365.

About Business IT 365

Business IT 365 is an MSP specialising in Small Business IT Support Services and Solutions. Their team of IT engineers is dedicated to solving IT problems and meeting the business needs of their end users. Business IT 365 understands the importance of staying competitive in the marketplace, which is why they offer enterprise-level business IT products and services at small-business prices.

Solution

Hosted Network collaborated closely with Business IT 365 to understand their unique challenges and the needs of their clients. Together, they developed a customised plan that prioritised education and assessment and came to the conclusion the Co-managed+Secured connectivity bundle best suits the end customer needs.

The Co-managed+Secured connectivity bundle is an end-point-to edge, secure connectivity bundle that includes internet connectivity, as well as a co-managed and monitored router and firewall with business SLAs.

Business IT 365 was able to offload the time-consuming task of managing firewalls and other security measures. This partnership ensured that their clients continued to receive top-tier protection. Additionally, this approach helped end users become fully aware of the risks they were facing and the value that the Co-managed+Secured bundle could provide.



Hosted Network is a great team with great support. Just the way you guys look after your clients and our end-customers. The communication across the team from sales to support. The network is great and it's a great company to be a part of.

Gorgi Serovski - Director, Business IT 365

Results

Together with Hosted Network, Business IT 365 demonstrates how businesses can effectively navigate complex challenges and deliver greater value to their end customers. Business IT 365's success story highlights the importance of an MSP's proactive approach to security and the enhancement of internal operational efficiency.



Enhanced Security

End users saw instant improvements in network security. Business IT 365 quickly tackled risks for a new client post-Co-managed+Secured implementation, locking down devices and reinforcing infrastructure to avoid breaches.



Increased Efficiency

By outsourcing network security management to Hosted Network, the Business IT 365 reclaimed valuable time for their engineers, allowing them to redirect their focus on more growth-oriented tasks.



Peace of Mind

With Co-managed+Secured actively monitoring the end user's networks, Business IT 365 experienced a significant reduction in stress and concern regarding potential security breaches.

Time is literally brought back. I can actually focus on a few things. That's one thing I'll say is the biggest benefit of Co-managed+Secured because money can always be made but you can never take back time. And also peace of mind...I can actually sleep and not worry so much.

Gorgi Serovski - Director, Business IT 365

Get in touch with us!

To learn more about how Hosted Network can help you with your end customer needs, get in touch with us via phone at

1300 781 148 or email us at sales@hostednetwork.com.au

