

# Managed Security Partnership Program

*Quickly and inexpensively add managed services to your portfolio.*

As a Managed Service Provider (MSP) or other technology service provider, your organization delivers value to your customers by providing IT expertise on a continuous basis, empowering them to focus on their core business.

Now your company can enhance its value by providing managed security service provider (MSSP) solutions without the time-consuming and costly investment required to become an MSSP.

By partnering with Sword & Shield, you can quickly and easily expand your company's service portfolio, increase its value, enhance its reputation, and improve its opportunities for connecting with customers.

As a Sword & Shield MSSP partner, you can better help your customers keep up with today's constantly changing threat landscape, relieve stress and reduce expense by leveraging the expertise of a company that has been in the information security and compliance business for more than 20 years.

## Value to your Customers

Outsourcing their managed security operations enables your customers to fulfill compliance requirements while keeping their systems safe and up to date. With MSSP, your customers receive turnkey 24x7x365 protection at a fraction of the cost of staffing, running and maintaining a facility on their own.

Our customized MSSP platform meets the needs of any customer network, from a single location to multiple sites worldwide.

## Why Partner with Sword & Shield

The Managed Security Partnership Program empowers you to become an integral part of your customers' cybersecurity and compliance program. Now you can take the burden of cybersecurity and compliance off your customers by providing a team of expert analysts to help them quickly, easily and cost effectively deploy all the security controls they need to log, monitor, detect, analyze, and react to an attack.

## MSSP Partnership Key Benefits

- New revenue opportunities
- Expanded service portfolio, resource, capabilities, and credibility
- Enhanced customer contact and connection
- Improved security and compliance industry knowledge and expertise
- Increased training and learning
- Efficiency through co-marketing programs and initiatives



## About Us

Securing business for more than 20 years, Sword & Shield Enterprise Security, Inc. partners with our customers to meet the needs of their dynamic cybersecurity and compliance landscape.

We work closely with companies to become tightly integrated with their enterprise operations in the areas of managed security, risk and compliance, enterprise security consulting, security incident response and forensics, and security training.

Recognized nationally and headquartered in Knoxville, Tennessee, Sword & Shield has offices throughout the US. Sword & Shield services a broad spectrum of industries, including healthcare, retail, media, banking and finance, legal and manufacturing.

## Just Ask

Sword & Shield has vast experience in virtually every area of information security and compliance. If you need a service in these areas not specifically named in a description, the chances are we do it, and we do it well. So, just ask.

## The Sword & Shield Difference

**Our People:** Sword & Shield's world-class security analysts and resources serve as an extension of your services. We work with you and your customers on a collaborative basis to proactively address potential issues and respond quickly to problems.

In addition, every MSSP customer is assigned a technical account manager (TAM) to provide specialized technical, experienced and consultative care to ensure we deliver unmatched MSSP services on your behalf.

**Our Process:** We work with you and your customers to identify critical assets and react to exploits dangerous to their organizations. If a threat is detected, we notify your customers within minutes and work together to solve the problem in the way best suited for their businesses.

**Our Technology:** Sword & Shield strategically identifies, learns and implements best-in-breed technologies we use in conjunction with our expertise to deliver exceptional services.

**Your Customers' Experience:** These ingredients add up to produce a uniquely positive and collaborative experience you can leverage that most MSSPs do not provide.

## Key Sword & Shield MSSP Capabilities

Our team of experts applies the appropriate security controls to your customers' businesses with a tailored suite of services.

Sword & Shield's Managed Security Partnership Program empowers you to offer your customers protection through the following key capabilities:

- 24/7 Security Operations Center (SOC)
- Managed SIEM with Ongoing Tuning & Optimization
- Network Intrusion Detection Service (NIDS)
- Host Intrusion Detection Service (HIDS)
- Behavioral Analysis of Security Events
- File Integrity Monitoring (FIM)
- Asset Discovery
- Internal Vulnerability Scanning
- External Vulnerability Scanning
- Perimeter Defense with IPS Technology
- Cyber Deception
- Risk Management
- Security Awareness Training
- Phishing Simulation

Interested in a learning more about becoming a Sword & Shield MSSP partner? Contact us today to get started.



Sword & Shield Enterprise Security is independently AICPA SOC 2 certified by Assure Professional.

### Knoxville, Tennessee

1431 Centerpoint Boulevard  
Suite 150  
Knoxville, TN 37932  
Phone: 800.810.1855

### Nashville, Tennessee

1517 Hunt Club Boulevard  
Suite 200  
Gallatin, Tennessee 37066  
Phone: 615.928.1990

### Portland, Oregon

1220 Main Street  
Suite 400  
Vancouver, WA 98660  
Phone: 360.567.2587

### Washington, DC

1655 N. Fort Myer Drive  
Suite 700  
Arlington, VA 22209  
Phone: 703.382.6316

www.swordshield.com  
sales@swordshield.com

