

# Why modern MSPs should consider outsourced MDR services




## Businesses of all sizes are facing complex threats

Attacks are growing in frequency, complexity and scale, driven by the rapid implementation of AI (even in cybercrime) and malware and ransomware as a service. With the average time to identify and contain a threat being 277 days for two consecutive years, according to IBM,<sup>1</sup> delivering sufficient protection on top of advanced security tools like EDR to businesses of all sizes is the new normal for service providers.

## Do MSPs of all sizes have the resources and the right approach to handle threats on their own?

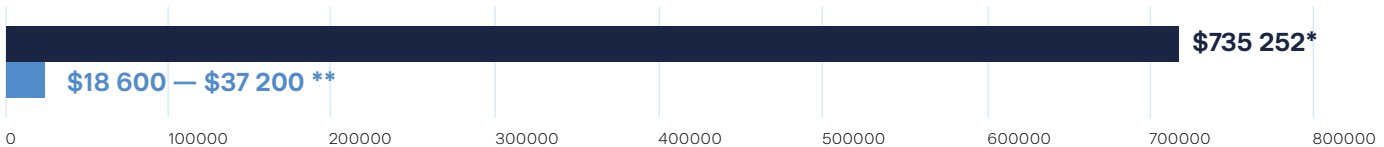
Security services are the biggest revenue driver for MSPs. Unfortunately, delivering advanced security services such as managed detection and response (MDR) requires a team of security analysts that can guarantee 24/7/365 threat monitoring, analysis and remediation — because attackers do not work normal business hours. The required budget

can be out of reach for small and mid-sized providers, and a costly endeavor for larger ones. For MSPs who do manage to do it on their own, the integration, training and alert-fatigue challenges caused by the security siloes of point solutions will remain a daily struggle.

## There's a better way: Let a professional SOC manage it for you

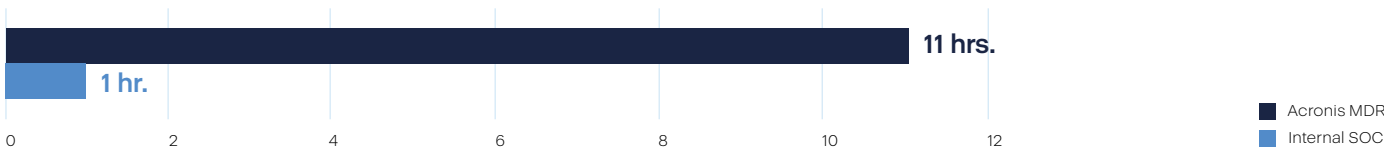
If building an internal security operations center (SOC) — including a full-time team of security analysts — will be a costly endeavor your business can't support, there's a better way. MDR services can provide your clients with 24/7/365 monitoring, deep security analysis, isolation and containment of, and response to advanced threats and targeted attacks — at a fraction of the cost of doing it on your own. Outsource your more advanced security services to a worldwide SOC to protect your clients with an effective and efficient service.

## Avg. yearly cost (USD)



\* Based on six analysts (small SOC) \*\* Based on 500 workloads

## Mean time to respond (hours)



Acronis MDR, built for MSPs: Amplify your security effectiveness with minimal investment

EXPLORE TOP BENEFITS

<sup>1</sup> Cost of Data Breach Report, 2022, 2023, IBM