

# Never Pay the Ransom

A Next Generation Platform for MSPs

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The managed services market is expected to grow from \$180.5 billion in 2018 to \$282 billion by 2023. The majority of this growth will come from cloud computing.





# Ransomware on the Rise



Ransomware Increased  
**118%**



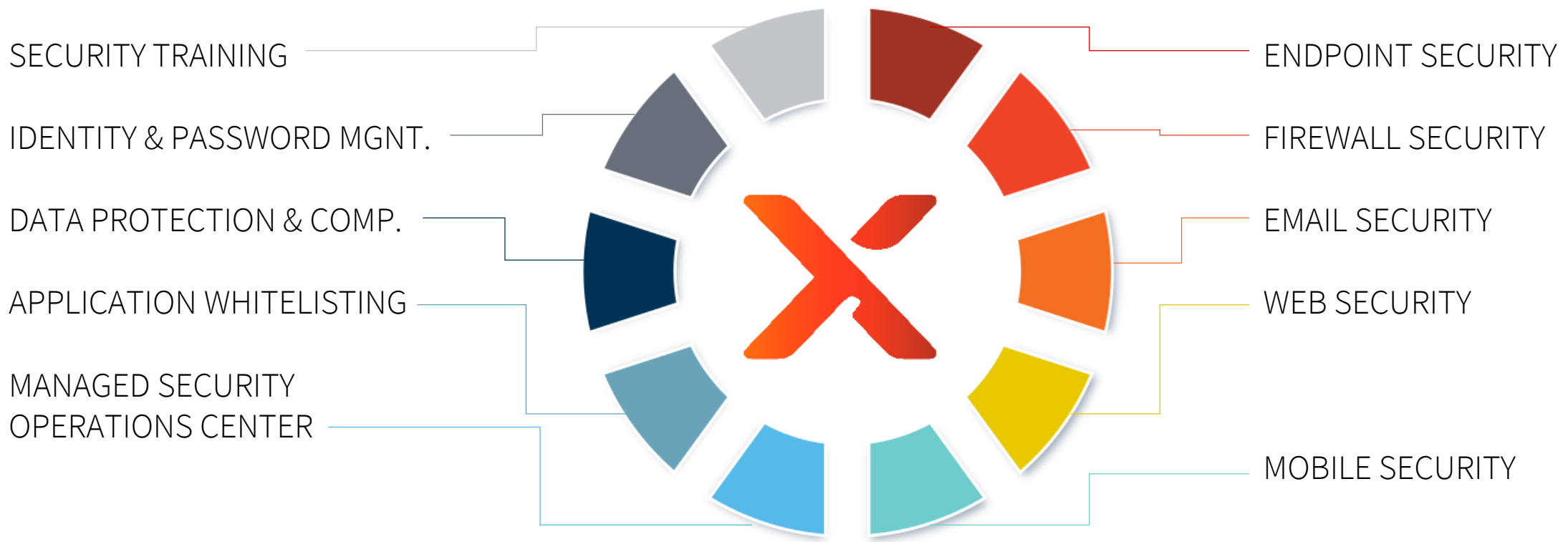
**77%**  
relied on human  
interaction



**504**  
threats / minute



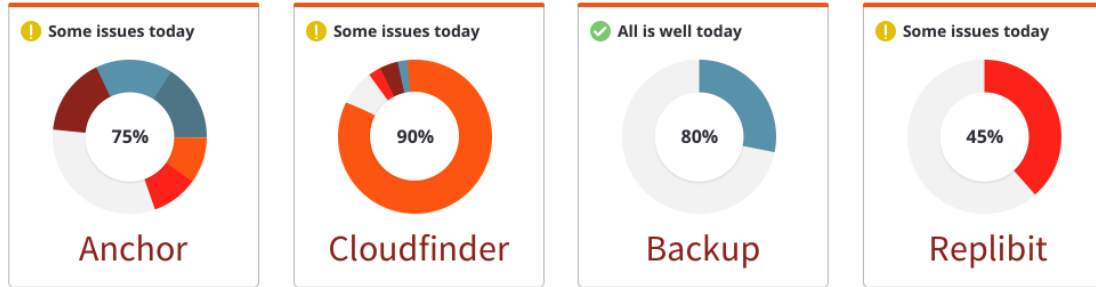
# Security Controls



# Protect Everything.



### My Products



### 2 Alarms Triggered

ID	DESCRIPTION	PRODUCT	LATEST TRIGGER	OCCURRENCE
9384-RFD	Device goes offline	Anchor	Jan 17, 2017	6 times triggered
38873-DFL	Server goes down	Anchor	Jan 17, 2017	1 time triggered

### 2 Support Tickets

ID	DESCRIPTION	PRODUCT	ASSIGNEE	RESOLUTION BY	STATUS
3453-AE	Freelance Design Tricks How To Get Away	Anchor	Mike Plotkin	Jan 17, 2017	Anchor
3453-AE	Are You Ready To Buy A Home Theater Audio System	Cloudfinder	Jan Allen	Jan 17, 2017	Anchor



## Axcient Replibit

### Login

Username

Password

MFA Token (optional)

Login



# The Forrester New Wave™: Cybersecurity Risk Rating Solutions, Q4 2018



SecurityScorecard



## Rating Categories

1. Network Security
2. DNS Health
3. Patching Cadence
4. Endpoint Security
5. IP Reputation

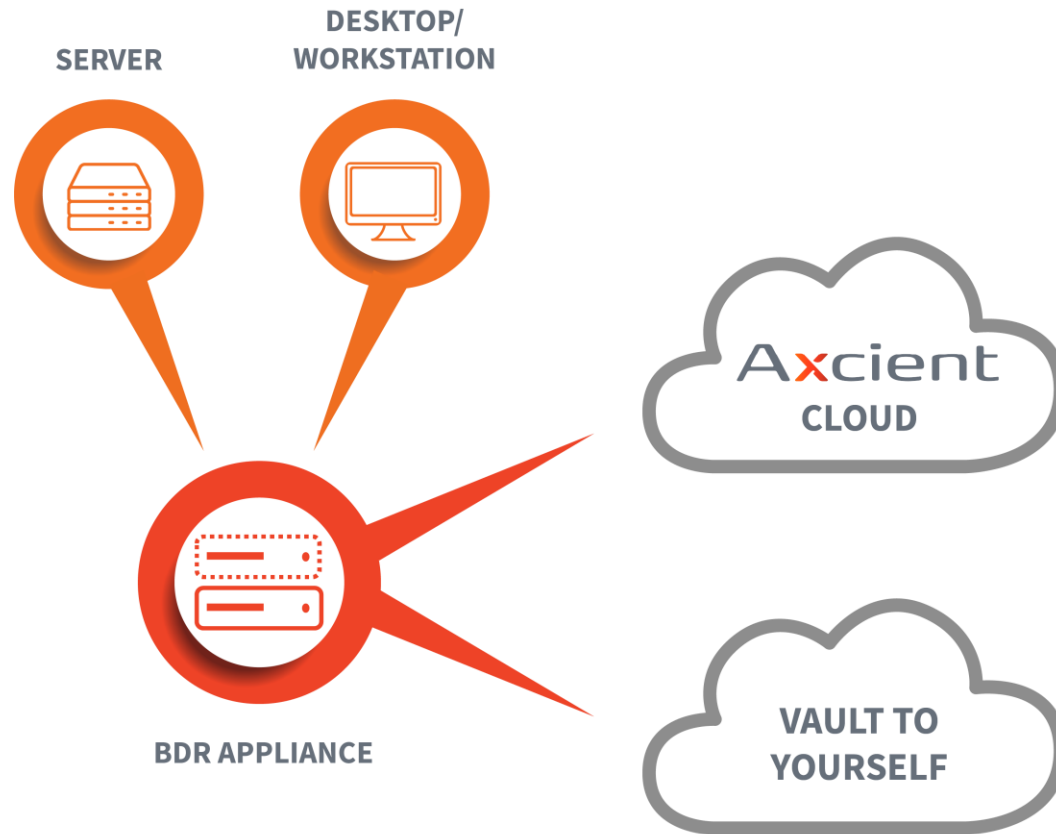
## Rating Categories

6. Application Security
7. Cubit
8. Hacker Chatter
9. Information Leakage
10. Social Engineering

Questions?



# Axcient Replibit



# Market changing dynamics

## MOVE TO CLOUD

- Hosted apps
- Outsourced services
- Rise of AAS
- Shift to utility use
- User based pricing



## OFFICE 365

- O365 @ >56% penetration
- Cloud productivity
- No native back-up
- > 60m active B2B customers
- O365 B2B growth >36%



## VENDOR APATHY

- Storage, Back-up & BDR hasn't changed
- Complex to buy, use, promote
- Lack of innovation
- Artificial retention rates
- Nothing unique
- Leaders "occupied"



## USABILITY

- Ease of use wins
- Frictionless & simple buying
- Integrated, single pane
- Fully multi-tenant
- Solves licensing, billing
- Solves MSP Time
- Becomes a layer of security



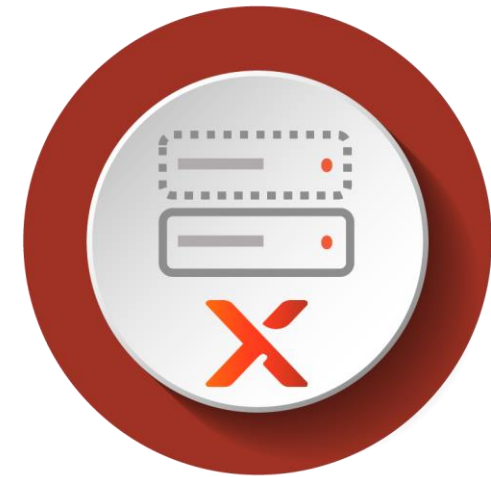
## Differentiated Value: Choice



BYO  
DEVICE



BYO  
CLOUD



LEASING

# Rate This Session In The App

1. Tap on Agenda icon



2. Tap on the session you want to rate

3. Rate session on scale of 1 – 7  
(7 being highest!)

4. Write a comment (if you want)

5. Hit Submit!

