

# Digital Protection, Powered By Nedscaper

## HOW TO MEET YOUR CLIENTS' SECURITY EXPECTATIONS

### Understanding your clients' cybersecurity landscape

Clients today face a complex cybersecurity landscape, where distinguishing between real and perceived threats can be a significant challenge. While advanced and highly sophisticated attacks do occur, most organizations still encounter common threats such as phishing, password theft, and other basic yet effective techniques. In this climate of fear, complexity, and uncertainty, it is essential to focus on addressing the most relevant and tangible risks effectively. Business E-mail Compromise and Ransomware stand out as two of the most pressing cybersecurity threats today. To defend against ransomware, organizations must protect every potential entry point an attacker might exploit. This includes endpoints, identities, cloud applications, cloud infrastructure, and beyond. Securing this broad and diverse range of assets is no small task and requires a holistic end-to-end approach.

### MSPs increasingly become targets themselves

For most MSPs, cybersecurity is not their core business, and having specialized resources to staff these tasks is a real challenge. Traditional security tools, which often work in isolation, make this problem worse by creating gaps in visibility and coordination. This fragmented approach makes it difficult to detect and respond to threats that go across multiple domains, leaving clients exposed to data breaches, operational disruptions, reputational risk and financial losses.

While many MSPs already invest in security tools, these solutions are often underutilized. Frequently, tools remain inactive or are not properly configured, leaving critical gaps in protection. Without the right expertise, even the most advanced technologies fail to provide their full value, leaving organizations vulnerable despite existing investments.

Adding to this complexity, compliance requirements and cyber insurance policies demand that organizations maintain a proactive and robust security posture. This pressure underscores the need for a comprehensive security strategy that not only identifies and investigates threats but also responds to them effectively.

MSPs hold the key to its clients' IT environment, making them a prime target for cybercriminals. If a hacker breaches their systems, they can easily access the systems and data of all your clients through their network. This means that a successful attack on an MSP can have widespread effects, not only for them but also for all the clients that rely on their services.



## Introducing: Digital Protection, Powered by Nedscaper

Nedscaper empowers its MSP partners to protect their customers with a cybersecurity solution for MSPs.

'Digital Protection, powered by Nedscaper' is a pragmatic, accessible cybersecurity solution that combines real-time threat detection, rapid response, and threat prevention, also called Managed XDR. This solution is designed to operate under the MSP's brand, ensuring a seamless experience for its clients. The MSP maintains the primary relationship and handle all billing, reinforcing its position as their trusted IT provider.

'Digital Protection, powered by Nedscaper' includes 24/7 eyes on screen monitoring through Nedscaper's Security Operations Center (SOC), ensuring early threat detection, reduced exposure, and a rapid response to any incident. Our approach secures the full attack surface—covering endpoints, identities, cloud applications, cloud infrastructure, and beyond—so that threats can be identified and mitigated before they cause damage.

### What's included in our solution

- 01 Continuous Monitoring of Client Systems** - Provides 24/7 eyes-on-screen surveillance of IT environments to detect anomalies and potential threats before they escalate into incidents.
- 02 Automated Investigation and Response (AIR)** - Uses automation to rapidly analyze threats across multiple domains, prioritize incidents, and initiate predefined responses to contain and neutralize attacks.
- 03 Rapid Incident Response** - Ensures swift action to investigate and mitigate security breaches, minimizing downtime and impact on operations.
- 04 Threat Hunting** - Proactively searches for hidden threats and indicators of compromise within the environment, identifying malicious activity before it causes harm.
- 05 Managed SIEM (Security Information and Event Management)** - Centralizes and analyzes security data across systems, enabling advanced detection, correlation of events, and compliance reporting.
- 06 Nedscaper Threat Intelligence** - Enhancing threat detection and response by leveraging proactive intelligence gathering.
- 07 Hunter & co-pilot trained AI** - Improve threat discovery and prioritization with automated tools trained by our SOC experts based on their learnings.
- 08 Interactive MXDR portal** - Gain full visibility into security incidents in real time through our interactive Managed XDR portal. Monitor threats as they emerge, review incident details, and track responses, ensuring transparency and control over your security operations.



## Key benefits for our partners

We help MSPs bridge this gap with a managed cybersecurity solution designed specifically for your business model, where you stay in control of the client relationship, billing, and service experience. Powered by Neds-caper's Security Operations Center and Microsoft security stack, you can offer 24/7 Managed XDR under your own brand—delivering real protection, real results, and real peace of mind.

- **Business growth** - Grow your business with recurring revenue model and high margins.
- **Future proof** - Strengthen your competitive position and future proof your own business.
- **Enhanced service portfolio** - Expand your offerings with advanced security solutions, meeting the growing demand for comprehensive cybersecurity solutions.
- **Operational efficiency** - Leverage our expertise and infrastructure, reducing the need for significant investments in security personnel and technology.
- **Client Trust and Retention** - By providing robust security measures under your brand, you strengthen client trust and loyalty, positioning your business as a comprehensive IT solutions provider.

## Key benefits for your clients'



**Lowered digital risks** - Reduced cost of risk due to security breaches. With Managed XDR organizations will become more proactive in their approach to threats. It results in a more secure digital environment and lowered the risk of loss from a security breach.



**Enhance compliance readiness and satisfy insurance requirements** - Streamline compliance reporting and improve audit readiness with automated controls and reporting features. Managed XDR ensures alignment with regulatory frameworks and enhances security posture to meet cyber insurance standards.



**Outsourcing for Business Focus** – Direct access to required capacity, expertise and technology to run cybersecurity operations, allowing businesses to focus on their core activities while benefiting from a fully managed and continuously optimized security solution





## Why choose Nedscaper



### Pragmatic, Accessible

By focusing on Microsoft's comprehensive security tools, we build on the software that many organizations already trust and rely on to run their operations. This alignment allows us to seamlessly integrate security into existing systems and processes, making cybersecurity a natural extension of their daily workflows.



### A Human Approach

With Nedscaper, organizations gain a service that genuinely enhances their security. Our consultants are an integral part of our managed service: guiding clients, strengthening preventive measures, and providing them with a sense of safety and security.



### More Value through Microsoft Specialisation

Nedscaper maximizes value by standardizing on a core of Microsoft technology. With our deep specialization, we understand how to secure our clients' environment effectively, and our close partnership with Microsoft not only leverages current capabilities but also allows Nedscaper to capitalize on future advancements.



### Unique combination of Prevention and Detection

Our 'best of suite' strategy enables seamless integration of Microsoft's comprehensive security tools, allowing us to maximize the benefits of both preventive and reactive measures for our clients. While we acknowledge the critical role of detection in ensuring swift action when breaches occur, we are equally committed to elevating prevention measures beyond industry standards, significantly reducing the likelihood of incidents.



### Making a Positive Impact

By partnering with Nedscaper, clients contribute to a better world while benefiting from high-quality talent at a reasonable cost. We are dedicated to nurturing young talent, particularly in South Africa, providing them with opportunities to develop into skilled cybersecurity experts.

## About Nedscaper

Nedscaper delivers pragmatic, accessible cybersecurity services across Europe and Africa. Its Managed XDR platform provides real-time threat detection, rapid response, and expert consulting, ensuring 24/7 protection for organizations, and SMBs are supported through a partner network. Built around Microsoft's security tools, Nedscaper leverages software many organizations already trust, seamlessly integrating security into existing systems. This approach makes cybersecurity a natural extension of daily operations. With offices in Amsterdam, Cape Town, and Johannesburg, and a growing global partner network, Nedscaper continues to expand, building trust in the digital world.

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