



## Conosco chooses SureCloud as its penetration testing partner

### WIN RELEASE

### The Challenge

Conosco is an IT and security consultancy, with over 15 years' experience in providing managed IT services to clients across a range of verticals. Conosco delivers end-to-end IT solutions that go beyond the technology alone to encompass project delivery, support, IT security and consultancy services to add true business value.

Conosco CEO, Anders Reeves explained: "Our aim is to always deliver best-of-breed security services to our clients. So when it came to offering penetration tests for clients, we had no desire to establish our own services. We wanted to differentiate ourselves by working with an independent, highly experienced partner that would truly put clients' defences and security awareness to the test, in the same way that an experienced hacker would. This would give our clients extra confidence in their overall cybersecurity posture, and enable them to keep their estates fully up-to-date against the latest threats."

### Choosing the Right Partner

Anders Reeves had worked with SureCloud at previous companies, and felt that SureCloud's penetration testing services were "second to none", finding faults and vulnerabilities that other testers were not able to. So in 2017, as he was establishing Conosco's security division, he approached SureCloud to offer penetration testing as a partner to Conosco's clients.

SureCloud would form the team of attackers, to Conosco's team of defenders. By delivering penetration testing services to Conosco's clients, SureCloud would augment Conosco's security offering, identifying vulnerabilities and security risks. Conosco would then help the clients manage and mitigate those risks.

Anders Reeves said: "We feel the advantage of using an independent provider in SureCloud enables the process to be completely objective and transparent. This gives our clients the peace of mind of knowing that their security is being tested and affirmed by genuinely independent, expert testers. In effect, SureCloud is holding our own cybersecurity services to account, giving customers unparalleled openness and honesty, and putting the interests of their business first."

### At a glance...

#### Customer:

Conosco

**Industry:** Technology

**UK Headquarters:** London, UK

#### Benefits:

The partnership between Conosco and SureCloud has had an overwhelmingly positive impact, according to Anders Reeves. He said:

"Having a secure customer portal on SureCloud's platform enables us to deliver seamless interaction between testing and remediation services, with the results of tests and the follow-up status being available centrally. It clearly demonstrates the value of our joint service offering, and ensures we are accountable in ensuring the most robust security for our customers' business. I believe this partnership is truly unique in the UK IT security sector"

**“Working with SureCloud has been absolutely the right move for us. I believe this partnership is unique in UK IT security sector, and our customers very much appreciate the approach of working with a leading external penetration tester that is able to give their security defences the most thorough examination. It gives them real confidence that we are working together to deliver the best possible protection for their business needs.”**

Anders Reeves, Chief Executive at Conosco

## The Solution: SureCloud's Pentest-as-a-Service

SureCloud's Pentest-as-a-Service replaces reactive, project-based security testing into an always-on subscription service. Unlike traditional annual penetration tests, which only provide a snapshot of vulnerabilities in systems at a specific moment in time, SureCloud's Pentest-as-a-Service transforms test delivery and remediation management, turning it into an always-on penetration testing subscription service. It enables customers to be confident that their organization is always protected.

The service gives customers access to SureCloud's team of accredited cyber experts for advanced, in-depth security testing. Customers then access the SureCloud Platform to get complete visibility and oversight of all their testing projects, including historic ones. This gives them the ability to manage remediation, allocate tasks, and trend and track progress via dashboards, making the entire process easy to manage.

As part of its partnership with SureCloud, Conosco has its own exclusive partner portal on the SureCloud platform, in which it can securely access test reports and recommendations for each of its customers. From the secure portal, Conosco and SureCloud can offer customers the most appropriate security services and solutions in response to the findings of each test.

## The Benefits

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In the future, Conosco plans to extend the partnership to include a virtual data protection offering, using SureCloud's GRC solutions via the SureCloud platform, to augment Conosco's existing ISO 27001 gap analysis and support services.

"This win with Conosco demonstrates the broad capabilities of our cloud-based platform, the quality of our cybersecurity services, and the strong relationships we have with their team. We're proud to see that our Pentest-as-a-Service model underpinned by our technology platform and CREST accredited team can help to take Conosco's cybersecurity program to the next level. We look forward to developing the partnership with Conosco further." Luke Potter, Cybersecurity Operations Director at SureCloud.

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**Anders Reeves, Chief Executive at Conosco**

## About Conosco

Conosco provides a holistic end-to-end package of support made up of IT services, consultancy, product support and security solutions spanning the full technology lifecycle. Conosco has over 15 years' experience of delivering Managed IT Services solutions and is based in London. Conosco is the trusted partner for over 70 organisations and 3,000 end-users across the property, healthcare, finance and publishing sectors empowering them to be more efficient and effective. For more information visit

[www.conosco.com](http://www.conosco.com)

## Why SureCloud

SureCloud is a provider of cloud-based, integrated Risk Management products and Cybersecurity services, which reinvent the way you manage risk. SureCloud connects the dots with integrated Risk Management solutions enabling you to make better decisions and achieve your desired business outcomes. SureCloud is underpinned by a highly configurable technology platform, which is simple, intuitive and flexible. Unlike other GRC Platform providers, SureCloud is adaptable enough to fit your current business processes without forcing you to make concessions during implementation; meaning you get immediate and sustained value from the outset.

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