

A photograph of two men in a server room. The man on the left is wearing glasses and a light blue shirt, pointing at a laptop held by the man on the right. The man on the right is wearing a dark sweater and is looking at the laptop. The background shows server racks with blue lighting.

D2NA SECURITY SERVICES PARTNERSHIP

Leading Cloud Service Provider unlocks rapid growth by partnering with D2NA's expert security team

"D2NA are a reliable, trustworthy and accommodating partner in the delivery of security services for our clients. They would never overstep the mark with our clients, and the team have helped us to increase our margins and retain customers who might otherwise look elsewhere for their Cyber Essentials certification and pen testing."

CTO, Cloud Service Provider

D2NA[™]

TRANSFORM | PROTECT | SUPPORT

D2NA SECURITY SERVICES PARTNERSHIP

Leading Cloud Service Provider unlocks rapid growth by partnering with D2NA's expert security team

D2NA have partnered with this Cloud Service Provider for many years to help provide Cyber Essentials and Penetration Testing to their customers.

Impact

- » Increased recurring revenue
- » Increased transactional value
- » Enhanced client retention and satisfaction
- » Ability to upsell in-house services

THE CHALLENGE

Our client supports both mid-market and large companies with Cloud and Cyber Security services. Their team is well-positioned to provide pre-sales advice, project scoping and remediation services around cybersecurity, but they needed a reliable, IASME-certified partner to deliver Cyber Essentials and Cyber Essentials Plus assessments for their customers, as well as best-in-class penetration testing.

THE SOLUTION

D2NA acts as a seamless, white-labelled part of our client's team, or collaborates openly when required, complimenting their in-house resources and capabilities. As a business and as individuals, we are qualified to deliver Cyber Essentials and Cyber Essentials Plus assessments. We also have extensive penetration testing capabilities, all backed up by 15 years' experience in IT service provision.

Having completed countless assessments and streamlined the process, we can identify from the early stages whether it will result in a pass or a fail. We formulate a plan and communicate with our client during the delivery process to ensure their customer is in the best position to pass.

THE APPROACH

Our two businesses have established a mutually beneficial, long-term working partnership built on trust. We work flexibly with our client to ensure their customers receive the highest levels of service, and that they remain their customers.

Our Cyber Security professionals are always on hand to give technical advice on scoping calls with members of our client's team and their customers. We work together to make sure we have all the information and access needed to run tests and assessments before going to site to deliver them. A report is then generated and sent to our client and so their work begins with their customer to develop a plan for remediation and action.