



MANAGING SECURITY IN THE DIGITAL ERA

The threat landscape in the Middle East is rapidly evolving and in this increasingly digital environment, organizations have to maintain a sharp focus on cost-effective and innovative ways to meet their complex IT demands.

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Managed Security Service Provider observe the growing need to combat complicated attacks. Every organization must assume it has been targeted and deploy the right resources to secure

their network from increasingly sophisticated cyber-threats. Starting from the most senior level, businesses must make cyber security a business process, and deploy cyber security solutions that cover the entire attack continuum – before, during, and after a cyber-attack.

THE RISING NEED FOR MSS

Today, due to the activity of cybercriminals, the number of attacks is growing and the operating tools and methods are constantly evolving. IT security has become a power weapon as cyberat-



tacks have become highly sophisticated. It is important for organizations to make the right investments and have the right approach in place to segregate valuable network resources.

“IT Security can’t be a fit it and forget it solution. The paradigms of what is safe and what is not changes every day, so organizations must formulate a foundation of security practices and then upgrade it all the time. Enterprises are beginning to migrate to these top-level managed security services. This transition will accelerate over the course of

the year, preparing the overall market to shift towards next-generation solutions within the next few years” said Yasser Zeineldin, CEO, eHostingDataFort.

FUELLING THE GROWTH OF MSS

Researchers agree that the industry of managed security services will continue to grow further. Managed Security Services Market Report, published by Allied Market Research, forecasts that the global market is expected to

GOOD MSSP'S CAN HELP YOU



- Maximize your ability to block threats

- Identify threats before a breach occurs

- Reduce costs

- Keep you protected all-round the year

- Remove complexity from security operations





YASSER ZEINELDIN,
CEO, EHOSTING DATA FORT

“The rise in cybercrimes and threats, rising need of meeting compliance, and data protection laws are contributing towards the growth of the MSS market in the region”



SERGEY OZHEGOV,
CHIEF EXECUTIVE OFFICER,
SEARCHINFORM.

“MSS help to reduce the costs associated with building its own security infrastructure and related operating costs, such as hiring and training staff, purchasing and updating software”

TOP TRENDS OF MANAGED SECURITY SERVICES 2017

- Intelligence driven security 
- Cloud Opportunities and Cloud Security 
- Customer's Needs Will Become First Priority For MSP's 
- The Internet of Things will continue to grow 
- New technology advancements 





SCOTT MANSON,
CYBER SECURITY LEADER FOR
MIDDLE EAST AND TURKEY, CISCO

“We believe that to defend against advanced attacks and thrive in today’s digital world, we need more effective security. Security that is simple, open, and automated”

garner \$40.97 billion by 2022, registering a CAGR of 16.6% during the period 2016-2022. Digital transformation from the Internet of Things edge to the cloud is increasing the complexity enterprise networks and expanding the attack surface as the traditional perimeter disappears in the next wave of distributed network segmentation and virtualization. The managed security services market focuses on various applications which include managed IPS/IDS, DDoS, firewall management, endpoint security and others. Among various data security applications, endpoint security application would grow at the fastest CAGR of 24.5% during 2014-2020.

“We’re living in a world that’s more interconnected and mobile than ever before, and in many ways more individualized. People work from many locations, not just the office, and they’re using the devices they choose. An employee could be using a tablet on an airport’s public Wi-Fi network, a laptop on a customer’s network, or a

smartphone outdoors. These changes are making the network more complex, and opening the door to new threats and attacks” said Scott Manson, Cyber Security Leader for Middle East & Turkey, Cisco.

COST AND SHORTAGE OF SECURITY TALENT

To fight the current challenges in cyber security, an organization needs advanced knowledge. Managed Security Service Providers can provide that support to help the cyber security talent shortage. The high cost of qualified info-security specialists, as well as their shortage around the world, has led to the situation where more companies are using Managed Security Services.

“With the shortage of cybersecurity talent in the region and the rapid evolution of the threat landscape, many organizations are seeking solutions that provide necessary expertise and serve as predictable operating expenses, rather

than variable capital expenses. Hence, they are looking for cost-effective solutions that provide round-the-clock security, and Managed Security Services perfectly fits the bill” added Yasser.

“Although there’s no quick fix for the skills shortage, the reach of the existing pool of skills can be extended through managed security services. Many organizations used to think they needed to hire staff for cybersecurity, but what’s beginning to happen now is that security is starting to be outsourced to managed security providers. Clients typically want the provider to be a force multiplier for their workforce by adding eyes on screen to look at security data” said Scott.

DO I NEED A MSSP?

An MSSP can help in many ways and can be a benefit to an organization. With an MSSP, expanding the security capabilities is easy. A good Managed Security Service Provider tries to meet the challenge to include the right technology while also enabling the cost savings by reducing capital expenditure, staffing and training needs. A MSSP aides in troubleshooting for very critical issues. Troubleshooting is often both urgent and time-consuming. A MSSP can relieve this sudden rush of work and communicate with internal staff as needed to an appropriate resolution. A MSSP can provide 24x7x365 coverage. A good MSSP will have sufficient resources to provide remote management and monitoring. This can translate into handling your needs around the clock.

“I think the main thing that should characterize MSPs is an impeccable reputation, competent staff, and the latest, most effective tools for protecting customer information. It’s simple.

Reputation is a must-have virtue for such companies, as all customer relations are built on that. Naturally, reputation is the main risk of an MSP company, as well as its main asset. The newest technology and high efficiency are the reasons why customers work MSS companies, instead of expanding their own info-security departments” said Sergey Ozhegov, Chief Executive Officer, SearchInform

FINALLY

Managed security service providers offer a strong option for IT security personnel who are looking for new solutions to their cyber security risks. More and more organizations are realizing that outsourcing IT is the best. The organizations are doing this not just to reduce expenditure but they see MSSP as a true service. They are opting for Managed Services to eliminate the risk, to support compliance and to adapt to cloud services. ↩