

IT Service Provider Executes Strategic Expansion Into Cybersecurity

The Company

Tekcetera provides professional services that analyze, design and deliver innovative technology strategies encompassing a business's hardware, software, and support needs.

Their client objectives are to improve reliability, increase productivity, and broaden market penetration. They are passionate about providing high value solutions that are cost effective.



Caters to the needs of small and mid-sized businesses



Offices in Southern California and the North East quadrant (Connecticut)

The Situation

Tekcetera founder, John Pitts, wanted to offer cybersecurity assessment services to his clients for years. After seeing headline after headline regarding security breaches and clients beginning to ask about security vulnerabilities, that want became a need. So, Tekcetera began searching for a solution.

As a managed service provider, Tekcetera was no stranger to leveraging internal resources and deploying software to manage customers. They soon found that every solution came with its own set of difficulties. Off-the-shelf tools required evaluation, purchase, installation, management, and maintenance. This was in addition to the overhead cost of a qualified resource to operate the tool and analyze the results. Subcontractors were an option, but experience showed they were not dependable and quality varied greatly between each resource.

The Solution

After a discovery session to understand the services offered, where they fit in the market, and how to position them, Tekcetera partnered with VULNERA. They were pleased to learn that the VULNERA solutions could be white-labeled, allowing Tekcetera to deliver under their brand. Armed with VULNERA's enablement materials, Tekcetera sales and marketing teams had the tools necessary to immediately engage with their customer base.

Knowing that vulnerability management and penetration testing are required across a number of verticals and industries, Tekcetera prioritized and engaged in meaningful discussion with customers leading to multiple closed opportunities. The managed experience provided by VULNERA allowed Tekcetera to go to market with cybersecurity services and to secure their customers' environments, all while building the Tekcetera brand.

The Results



PORTFOLIO GROWTH

Offer in-demand security assessment services to existing and prospective customers



SECURE CUSTOMERS

Assess critical assets, determine threat risk, and develop prioritized steps for reducing risk



REGULATORY COMPLIANCE

Meet requirements of prominent industry regulatory and compliance frameworks



SPECIALIZED SKILLSET

Gain access to highly-skilled cybersecurity experts to work for you and your business

“
VULNERA’s private-label assessment services are a great way to give your company a step up. We were able to expand our portfolio, reduce business expenses, and build our company’s reputation by offering quality services to our clients.
This was an investment in our future.”

John Pitts – President
Tekcetera Inc.