LANSWEEPER CUSTOMER STORY

Uncovering the Entire Picture

How B2B Cyber Secure gains full visibility into their customer's IT estate

Partner: B2B Cyber Secure

Industry: IT Services

Location: Montreal, QC

Business Impact

- Increase network visibility to a perfect or very near 100%
- Decrease overall security risks by 40%, using a cybersecurity expert partner & using reports to show improvements
- Achieve 30% reduction in unpatched software, by using dynamic reports to follow the current patching state

"You can do everything with this software. If you can't do it, you haven't thought enough about it"

Martin Dubreuil
Director of Cybersecurity Services,
B2B Cyber Secure

B2B Cyber Secure is a cybersecurity advisory company that provides full network 360 coverage. Lansweeper is an integral part of their service offering because it enables them to comprehensively identify and monitor IT assets, so they can accurately and confidently support their customers.

Business Challenge

The IT network landscape has evolved significantly in recent years. With so much of the workforce connecting virtually, network support and coverage has extended beyond the office. This new perimeter exponentially increases vulnerable endpoints. As such, diligent endpoint security has become critical for organizations so they can secure their data and reduce their risk. The challenge this shift presents is how to gain visibility into an ever-expanding network outside the traditional domain.

Solution

As a cybersecurity advisory company, B2B Cyber Secure is all too aware of this challenge for their customers. That's why they've partnered with Lansweeper for the past nine years. This partnership has helped B2B deliver an effective solution for their customers because of Lansweeper's unique ability to discover any asset in a corporate network and provide a complete inventory of all hardware, software, and users.

Results

By using Lansweeper, B2B Cyber Secure can identify legacy and outdated software so they can make informed recommendations to their customers about what they need. Lansweeper audits the systems and software for each device, flagging vulnerabilities caused by software that needs to be updated or receive security patches. It's the most comprehensive way to ensure full network visibility. Maintaining excellent cyber hygiene is the first major step toward a diligent cybersecurity strategy, solving the challenge of how to implement effective end-point security regardless of where the endpoints reside.

Want to learn more about how Lansweeper can provide insights into your company's IT landscape? Contact a sales rep at partners@lansweeper.com

B2B CYBER SECURE

Lansweeper