

# ENTERPRISE SECURITY

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## Top 10 Managed Security Service Providers - 2016

**S**welling frequency and complexity of cyber attacks clearly highlight the harsh reality CIOs continue to face. While cyber security can be, and to a certain extent is managed in-house, there is no denying that outsourcing this critical function to third parties is a favorable option as it frees up resources to be better focused on growth. Adding to the growing importance of Managed Security Services (MSS) are regulations and compliance requirements that continue to get tighter and more complex, particularly in data sensitive industries such as, banking, finance and healthcare. Moreover, as cloud and mobility go on to take more and more prominence they widen the scope for future attacks due to constant blurring of organizations' perimeter. All this transpires to an industry that is expected to cross \$30 billion threshold by 2022, according to allied market research.

In light of the greater burden MSS anticipates to carry in the future, providers, or MSSPs, are aggressively incorporating innovations in their offerings to ensure they don't get left behind.

To begin with, there is a gradual shift of MSS into

the cloud. One obvious reason is that at times when every other vertical is betting their future on cloud, it is only natural that MSS follows in to be able to offer security umbrella that can optimally shield organizations in this new habitat. In addition, reduction of capex with opex affords IT departments the luxury of scalability on demand making cloud-based MSS an attractive option for organizations. SIEM, encryption, email security and identity access management are some of the other trends that can be seen tied along with cloud MSS migration. In this scenario, a distinguished panel of prominent CEOs, CIOs, VCs, and analysts, along with the Enterprise Security Mag's editorial board has assessed hundreds of MSSPs and shortlisted the ones that are at the forefront of providing cutting-edge technology solutions. The listing provides a look into how the solutions in this domain are put into use, so that you can gain a comprehensive understanding of how they will optimize business processes.

We present to you Top 10 Managed Security Service Providers 2016.



**Company:**  
London Security Solutions

**Description:**  
Managed security services provider for organizations needing to outsource the management of their information security environment

**Key Person:**  
Dennis London  
Co-founder and VP

**Website:**  
[londonsecuritysolutions.com](http://londonsecuritysolutions.com)

## London Security Solutions Non-Traditional Techniques for Traditional Security Solutions

**T**o keep up with the advancements in information security, enterprises implement high-level and often complex security solutions without having adequate technical personnel needed to run the solutions efficiently and effectively. "The speed at which technologies are advancing, especially those with regard to security, organizations are finding it difficult to cope with the ever changing needs," begins Dennis London, Co-founder and VP, London Security Solutions. "Many organizations have little experience from the installation of let alone the training on how to use the product. Most are limited to whatever training was provided by the professional services team used to perform the install." In such a scenario, leveraging London's experience of over 25 years in the information security industry, London Security Solutions (LSS) provides successful practices to help organizations harden their security posture and improve performance. London explains, "We have 'been there' and 'done that'. We empower clients to maximize security investments by assisting them with installation, configuration, implementation, and on-going operations."



Dennis London

internal to their organization maintaining data integrity. In case clients no longer require the assistance of the company, LSS helps customers achieve a seamless transition to internal resources. "Clients need not worry about replacing any of our hardware or migrating data from our cloud; they have complete ownership of their solutions." Alongside managed services for

McAfee, the company also partners with Symantec, Sophos, and others. LSS advocates a multi-layered approach to security by partnering with firms like OpenDNS to deliver security at the DNS layer. The recent DDoS against the east coast proved that LSS OpenDNS customers were protected with no loss of connectivity.

With managed security services, LSS enables organizations to overcome security concerns using integrated solutions for maximum efficacy. The company's ability to manage customer's on-premise end-point security solutions creates a silver lining to its stature in the market. "We are helping clients use their traditional security solutions by providing remote managed services and are assisting some clients who are transitioning to newer cloud delivered security solutions," elucidates London.

In one instance, Kitsap Credit Union, a non-profit financial cooperative, required a security framework meeting the regulatory standards of GLBA, FFIEC, and NCUA. The Credit Union was already using McAfee products. However, the staff was spending too much time trying to close support cases with McAfee rather than performing mission critical tasks. Kitsap also faced budgetary challenges and did not have funds to hire more people. LSS' managed services team conducted a McAfee ePO health check and optimized Kitsap's security architecture. After taking over the daily management of Kitsap's McAfee infrastructure, their threat prevention posture exceeded NCUA auditing standards; LSS closed long-standing support cases in record time, and did so without the need for new hires.

LSS continues to expand its footprint in the market by addressing the pain points in the security space. "Through a controlled and organic growth, we have been able to maintain 100 percent customer loyalty over the past 5 years. Our growth lies in improving the relationship between our partners and customers," concludes London. **ES**

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The company provides managed security services for a wide array of solutions, focusing mainly in delivering services for McAfee technologies. Primarily, the client owns the solutions on-premise, so LSS establishes a secure connection with the client's environment and works as a remote team member to provide day-to-day management. "We fill the security skills gap to help clients fine-tune and customize the solution to deliver the benefits of their security investment," asserts London. Since clients receive services remotely, all of the client's security and data stays