

# A new look at delivering digital security





## Partner to partner insight

Security is so broad and deep that to build a successful security practice, consider focusing solely on information security.

## Advanced security solutions for modern businesses

Simply purchasing a security solution does not make a business secure.

Performanta, a global IT security organization, and winner of the Best Cyber Security Company (under 200 employees) in 2017, consults with enterprises to best manage their IT security estate. From properly configuring what they now have, to advising on innovations which address new threats, Performanta creates a bespoke end-to-end platform to fully protect an organization.

Through consulting, training, technical support, managed security services, and more, Performanta delivers holistic security solutions to organizations that, just a decade ago, were simply installing anti-virus solutions. Performanta adjusts to shifting trends, such as the increasing level of threat for businesses outside the financial services industry, where cybercrime has long been a concern. Now all firms, from SMB to large enterprises in nearly every industry are realizing that they are under attack and need the latest security protections.

Performanta advises with each of these enterprises to understand their risk landscape and business needs, and provide appropriate security solutions. For example, at a Performanta client, an employee lost—along with company data—their laptop. Performanta introduced the business to Microsoft Intune, which makes it possible to remotely lock, wipe, and manage mobile devices. This solved the issue, leading to further discussions on how to integrate the latest security solutions to address current threats and business needs.

“We take a holistic approach to security. It's not just about talking about IT itself. We go across the spectrum of the organization to ensure that we understand the risk landscape of our customer holistically.”

– Pat Pather, GM – Performanta Middle East & Africa





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Educate your C-suite on the value and return on investment of the Microsoft product suite, especially the solutions that relate to security.

## Communicating the business value of security investments

Historically, enterprises defined information security in terms of anti-malware and firewall software. The IT administrator would choose a preferred vendor, make the purchase, and deploy and manage the software. These days, cybercriminals are more sophisticated, information security is far more complex, and businesses are turning to Microsoft partners like Performanta for help in combatting these new threats.

Performanta works with clients in the financial services industry, as well as those in industries ranging from gaming to mining to telecommunications. Organizations today are searching for more efficient and effective security solutions. At the same time, Performanta spends a fair share of time working with C-suite executives to help them understand the value of advanced security solutions.

"I believe the biggest challenge you have with your C-levels is the understanding and translation of information security to

the Board. Traditionally security was something that was just managed by the IT guys," says Derek Moore, Performanta UK/Europe Microsoft Practice Manager. "I think one of the challenges that we had was to convince the CFO in terms of when they would get a return on their IT security investment."

Part of Performanta's success is that its consultants have these conversations—not only with CFOs but also with CIOs, CISOs, security architects, risk managers, and others. By helping decision-makers across the business understand the threats they face and the solutions available from Microsoft, Performanta is able to build a value-driven business case that illustrates how advanced security is a smart investment.

"One of the greatest challenges we have when working with C-level executives...is around the fact they struggle with the business value of proper IT security and information retention practices...until it's too late! So the translation from a technical perspective to a business terminology perspective is fundamentally important because you've got to get your message across. Information security can be perceived as an expensive exercise to a larger organization, until we discuss the medium and long term value of the solution"

– Leon Moll, GM – Asia Pacific



# Building on the world's most intelligent super-platform

Why does Performanta choose to partner with Microsoft? According to Guy Golan, CEO, it's because Microsoft is the "super platform"—the single largest company whose software products span right across an organizations' IT and business estate. Golan says, "All of the major security vendors have to plug into the world of Microsoft. McAfee, Symantec, Check Point—need to plug into the infrastructure that Microsoft has created". Instead of picking and choosing Microsoft security solutions to offer to customers, Performanta offers the entire Microsoft security stack, so they can address whatever security issues a business is facing. That includes offers ranging from Microsoft 365 to Enterprise Mobility + Security E3."

Performanta uses Microsoft Advanced Threat Analytics in its managed security services department to gather threat data. "Microsoft Advanced Threat Analytics gives us unparalleled visibility into anomalous activity in real time; this core integration allows us to respond to meaningful security events in minutes rather than hours," says Elad Sharf, Head of Cyber Defence - Performanta Europe

Performanta also relies on Microsoft Cloud App Security (CAS) to protect valuable data from being distributed in rogue shadow IT sites. The company has found CAS to be especially effective because it's a multiplatform solution that can help customers whether they use Windows, Mac, or Linux systems.

"We made a conscious decision to offer the entire stack of Microsoft security to the market. We see a great future in that, whether it is a mobility solution, an identity solution or a data solution, we look at the strength of their combination, and we offer that to the market."

– Guy Golan, CEO – Performanta

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Get closer to Microsoft to understand their operations, product sets and capabilities, and how solutions integrate into a variety of platforms.



# Staying one step ahead of rapidly changing security threats and compliance

Performanta's Beukes Stears, Microsoft Practice Manager – Performanta Africa, describes the identity and information security world as “phenomenally exciting.” That’s because the threats are always evolving, and regulatory compliance issues increase.

An example is the General Data Protection Regulation (GDPR), effective 25 May 2018. Performanta has worked closely with Microsoft to develop an effective go-to-market strategy and has an implementation framework that has already been used successfully to help customers get ready.

As always, what will differentiate Performanta is its holistic approach to information security, with consulting, training, technical delivery, and managed services available and provided not only to IT but to stakeholders in the C-suite.

Performanta is dedicated to staying ahead of emerging security threats and being a leader in delivering holistic security solutions to all types of businesses.

Companies need evolving security solutions to identify, protect, detect, respond and recover information and Performanta, working in partnership with Microsoft, can help.

“Performanta is a true security company, and Microsoft is investing heavily in security. They've seen the business need to improve the overall security posture for organizations, and I think the collaboration between both Microsoft and Performanta as security players in the market enhances each organization's offerings, to bring greater value to the market.”

– Lior Arbel, GM – Performanta Europe & North America



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Talk to Performanta about how a unified Microsoft security offering delivered by Performanta can help take your organization from safe to secure.



[Learn more about Performanta](#)

