

SUCCESS STORY

Building a Cybersecurity
Practice

"Cyberstone allowed us to provide a full suite of cybersecurity services to our clients. We now have the capability to help our clients build effective and comprehensive cybersecurity programs."

- Michael J. Silva,
Founder & CEO



ArchonOne

The Challenge:

ArchonOne is a highly specialized Managed Service Provider servicing customers in the New York City metropolitan area. ArchonOne is laser focused on helping their clients grow. Many of their customers are growth oriented and have track records of increasing revenue by 50% or more year after year. Michael Silva, Founder & CEO, understood how disruptive a cybersecurity attack, incident or breach could be to the aggressive growth strategies of his customers. ArchonOne had always offered a full suite of protective security controls, such as perimeter defenses, endpoint security and multi-factor authentication but Michael wanted to expand on his current offering and offer cybersecurity services that went beyond the implementation and management of controls and provided his customers with effective cybersecurity programs.

The Solution:

Michael and ArchonOne partnered with Cyberstone to expand their cybersecurity service offerings to include Risk Management services, Vulnerability Management services, Penetration Testing, Information Security Policy Development, and Incident Response Planning. The partnership with Cyberstone augmented their existing cybersecurity practice and positioned ArchonOne as a cybersecurity expert in their regional market.

The Return:

ArchonOne was empowered to market and sell cybersecurity consulting engagements instantly. The complementary offerings Cyberstone provided ArchonOne allowed Michael and his team to work more strategically with their clients and help them address the complicated and overwhelming amount of cyber related threats.