

How FutureSafe Reduces Regulatory and Financial Risk for MSPs — and Raises the Bottom Line



INDUSTRY

Technology

HEADQUARTERS

Austin, Texas

COMPANY SIZE

300 employees

OVERVIEW

FutureSafe is a managed security services partner (MSSP) that provides a curated, best-in-breed stack of cybersecurity products and services to managed service providers (MSPs) and their clients. After starting as an MSP named NoctisIT, FutureSafe pivoted to providing cybersecurity products and services to address a growing market need for security expertise. Over 300 MSPs in the US, Canada and Australia currently rely on FutureSafe's comprehensive solution stack and implementation expertise.

OUR SOLUTION



Harmony

Secure Users & Access



We have other solutions in our stack that include a SASE module, but we don't even sell them or turn them on, because we have what we love with Check Point.

Jason Whitehurst, Channel Cybersecurity Evangelist and Founder at FutureSafe



CHALLENGE

Amid evolving data protection laws and cyber threats, MSPs face increased regulatory and litigative pressure to demonstrate the highest level of cybersecurity expertise. In the event of a data breach, they must meet a heavy burden of proof to show they have deployed the appropriate tools and expertise on behalf of their client. Over the course of his career, Jason Whitehurst, Channel Cybersecurity Evangelist and founder at FutureSafe, has watched the complexity of the cybersecurity landscape outpace legacy IT infrastructure expertise – exposing a lack of implementation and management expertise among many MSPs.

“We’ve handled hundreds of cases where an MSP comes to us in an emergency state after providing security solutions to a client, and something wasn’t properly implemented,” said Whitehurst. “That puts them in a bad position in the event of a compromise and any follow-on action in relation to the incident.” Recognizing the added risk and financial burden MSPs take on by selling cybersecurity solutions without the proper expertise, FutureSafe provides a full security stack backed by an experienced security operations center (SOC)-as-a-service team. Ensuring secure connectivity for its MSP clients requires, among other components, best-in-class SASE and email security solutions.

SOLUTION

Whitehurst and his team perform months of stress testing before adding a solution to FutureSafe’s stack, determining if they can bypass, compromise or shut down a tool. After putting Check Point Harmony SASE and Harmony Email & Collaboration through their paces, Whitehurst decided to add both solutions to FutureSafe’s offering. “The pricing was more appropriate for the MSP channel market, and the platform performed reliably,” said Whitehurst of Harmony SASE. “We have other solutions in our stack that include a SASE module, but we don’t even sell them or turn them on, because we have what we love with Check Point.”

FutureSafe also found Harmony Email & Collaboration to be a perfect fit for their offering to MSPs. “Harmony’s front end was built for the MSP market,” said Whitehurst. FutureSafe and its clients find Harmony’s granularity of visibility in billing, monitoring and configuration significantly easier to deal with than other major providers. In addition, Harmony brings together a host of features — including QR code phishing

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protection, centralized spam repositories, per-mailbox archiving, and coverage of Teams and Sharepoint — to form a unified solution that would otherwise be difficult to build. “I would say Check Point Harmony is the pre-eminent email security platform for the MSP channel,” he said. “I’ve tested a lot of other tools, and nothing comes close.”

OUTCOME

Check Point supports FutureSafe’s presence in the SASE space, which will only continue to grow with their customers’ increasing need to deliver secure remote access. Harmony SASE and Harmony Email & Collaboration, which are both scalable, automated solutions, have also freed up valuable time and resources for FutureSafe’s SOC team. “Our net margin for Check Point Harmony is well over 50 percent, and Harmony SASE is up there as well,” said Whitehurst. “Once we implement, optimize and standardize the platform, the amount of work we undertake to manage it is usually nominal, therefore increasing our per-unit net profitability. There are products that cost twice as much in time invested per unit to support the deployment.”

For Whitehurst, it wasn’t only the platform that drove the decision, but the Check Point team’s ability to help FutureSafe solve its clients’ most complex cybersecurity challenges. “Their people know what they’re doing and delivered on their promises,” he said. “When we did have tech support challenges in unique scenarios, we had Check Point’s experts to help us work through problems. That’s why I’ve been such a champion.” To help maintain its fast pace of growth, FutureSafe plans to consolidate its security stack to simplify its operations — and Check Point will remain a staple of its offering. “I’m telling clients we’re trimming the fat, and we sell a full stack that meets all compliance and insurance needs. And I don’t plan on changing it any time soon.”

ABOUT CHECK POINT

Check Point Software Technologies Ltd. (www.checkpoint.com) is a leading AI-powered, cloud-delivered cyber security platform provider protecting over 100,000 organizations worldwide. Check Point leverages the power of AI everywhere to enhance cyber security efficiency and accuracy through its Infinity Platform, with industry-leading catch rates enabling proactive threat anticipation and smarter, faster response times. The comprehensive platform includes cloud-delivered technologies consisting of Check Point Harmony to secure the workspace, Check Point CloudGuard to secure the cloud, Check Point Quantum to secure the network, and Check Point Infinity Core Services for collaborative security operations and services.

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