

MSP + SECURITY. THE POWER OF BECOMING AN MSSP.

The threat landscape is vast, diverse and increasingly dangerous.

60%

60% of small-to-medium-sized businesses (SMBs) that suffer a cyberattack are out of business within six months.¹

Managed service providers (MSPs) with the will and means to become managed security service providers (MSSPs) will not only address critical needs in the marketplace, they'll be well positioned to create revenue streams and expand their customer base.

MARKET DRIVERS FOR MANAGED SECURITY:

SKYROCKETING DEMAND FOR TALENT

359,000

U.S. Shortage of Cybersecurity Professionals²

3.1M

Worldwide Shortage of Cybersecurity Professionals²

EVOLVING THREAT LANDSCAPES

\$20B

Average cost of ransomware damages in 2020³

73.9%

Increase in the average cost of ransomware damages from 2019 to 2020³

GROWING COMPLEXITY OF SECURITY

\$291,870

Increase in the average total cost of a data breach.⁵

MSSPs can fill the void:⁴

\$174.7B

Projected worldwide spending on security in 2024.

8.1%

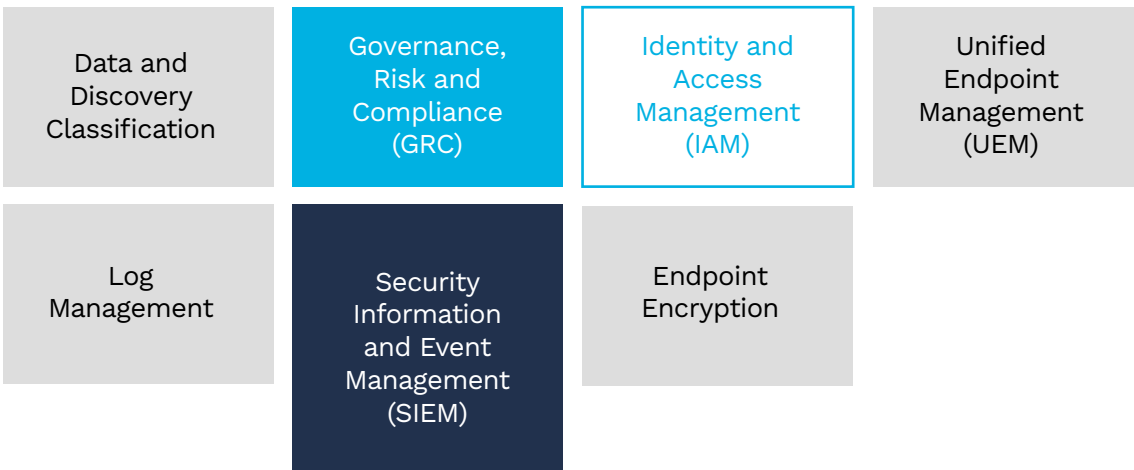
Compound annual growth rate (CAGR) of cybersecurity.

Security services will be the largest and fastest-growing segment of that market, accounting for roughly **half of all spending** throughout the forecast period for a **10.5% five-year CAGR**.

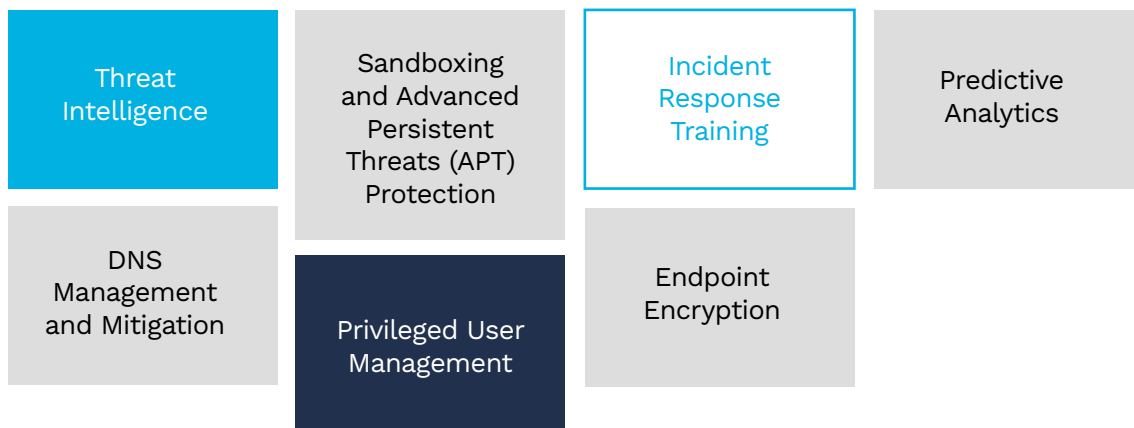
Of the security services market, managed security services are predicted to be **the fastest-growing segment with a five-year CAGR of 13.6%**.

Just about every MSP delivers foundational security services. **The way to stand out from the competition is by providing these advanced and comprehensive services:**

Advanced Services



Comprehensive Services



Help is available for MSPs willing to invest in security and develop an MSSP practice. Tech Data's holistic approach to cybersecurity helps enhance your security practice with a full complement of solutions, services and programs:

SECURITY SOLUTIONS & SERVICES	SECURITY EXPERTISE	PROGRAMS
Comprehensive Vendor Portfolio	Solutions-focused Experts can assist with enablement.	Comprehensive training curriculum and security profile assessments.
Assessment, Compliance, Implementation and Incident Response Services	Technology-as-a-Service (TaaS), bundling hardware, software and services into a single subscription.	Digital Security Practice Builder helps providers develop expertise in various security areas.
Solutions Product Inventory (SPI) Tool	Highly-skilled technical resources to support your security team.	First-ever distributor-focused Cyber Range simulates real-world situations to help you and your customers respond to cybersecurity threats.

Are you ready to learn more about transforming your business to become an MSSP?

Contact us at securityservices@techdata.com or visit www.techdata.com/security

1. The U.S. National Cyber Security Alliance.
 2. "Cybersecurity Professionals Stand Up to a Pandemic," (ISC)2 Research Cybersecurity Workforce Study, 2020.
 3. "2020 Was a Bad Year for Ransomware, 2021 Will Be Worse.," Barron's, 01/08/2021.
 4. "Ongoing Demand Will Drive Solid Growth for Security products and Services, According to New IDC Spending Guide," IDC, Aug. 13, 2020.
 5. "Cost of a Data Breach 2020," Ponemon Institute, 2020.