



Helping Clients Manage and Secure Hybrid IT

Gavin Garbutt, Co-Founder & Chairman
Gavin.Garbutt@augmentt.com

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Gavin Garbutt

Co-Founder & Chairman, Augmentt

gavin.garbutt@augmentt.com

Fast Facts:

- Started in the channel 22 years ago as co-founder & former CEO of N-able, the 1st RMM the network
- Now co-founded of Augmentt, the 1st RMM for SaaS Security and SaaS Management.
- We understand the need to manage and secure the network and cloud/SaaS services = Hybrid IT

Agenda

- Overview of Hybrid IT & SaaS
- Security & Maturity
- How to Grow & Scale Your Managed Security Practice



COMPANY PROFILE

1-100 Employees

Spend

\$202.2k

TOTAL SAAS SPEND
PER YEAR

\$5,736

SPEND PER EMPLOYEE
PER YEAR

2 Year App Turnover

63%

OF SAAS STACK CHANGED
2018-19

Ownership



10

UNIQUE BILLING
OWNERS

SaaS Graph

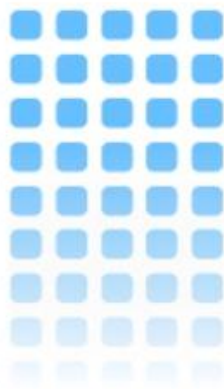
35

EMPLOYEES



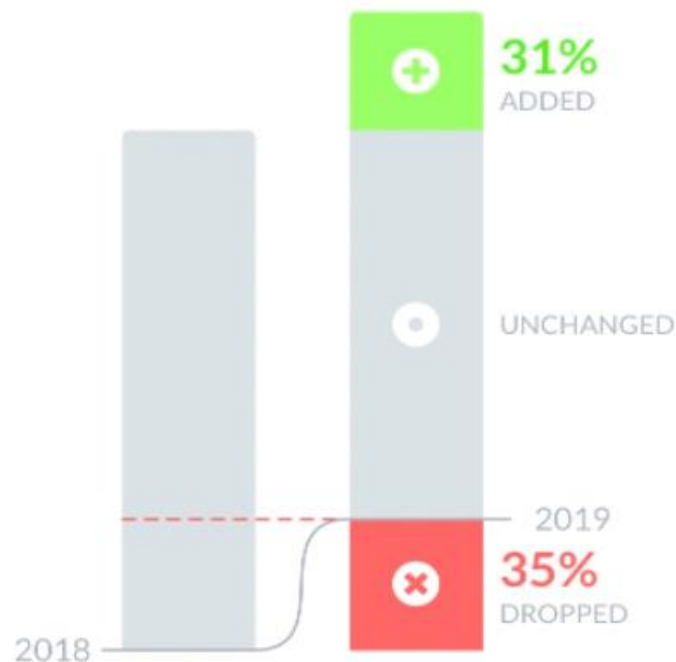
102

APPS



624

PEOPLE ↔ APP
CONNECTIONS



1.4

ORPHANED
SUBSCRIPTIONS



2.3

DUPLICATE
SUBSCRIPTIONS

New challenges with Shadow IT

If you asked your clients today ...

1. How many desktop and SaaS applications are used in your organization?
2. Are these apps secure and compliant?
3. Do you have duplicate apps, unused or under used licenses?

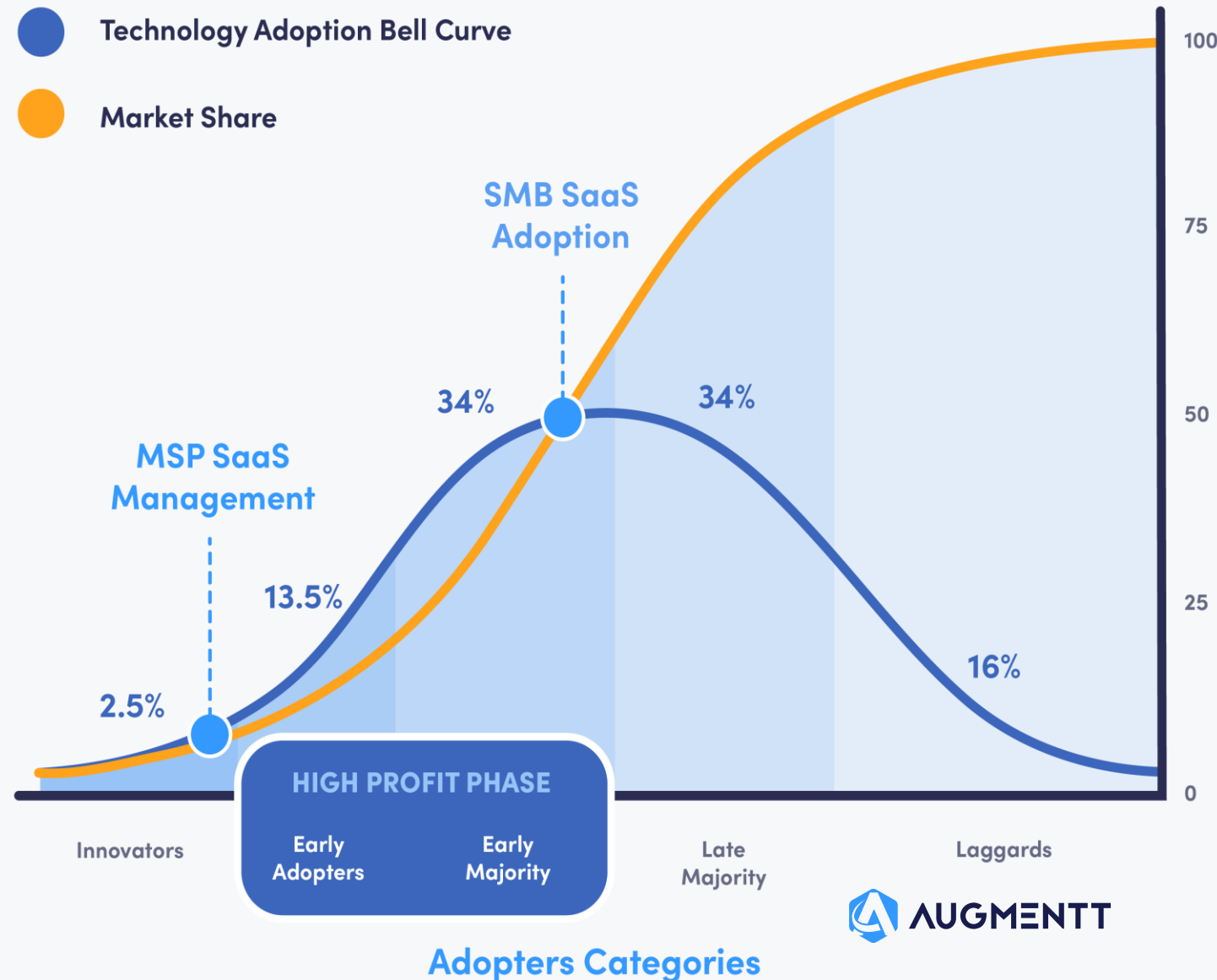
Could they give you an accurate answer?

Should MSPs audit and monitor to answer these questions?



Hybrid SaaS Adoption Curve

- 93% of SMEs have adopted SaaS to improve employee productivity
- Data theft increased 88% last year
The Dutch Data Protection Authority
- SMEs & MSPs did not have the tools to monitor & secure SaaS usage
- SaaS Security & Admin services are **Blue Ocean** opportunities for MSPs
- According to Gartner, Technology Service Providers that fail to adapt to the pace of cloud shift, face an increased risk of becoming obsolete



How Strong Are Your Clients M365 Security Policies?

- 89% of M365 accounts do not have MFA enabled

Alex Weinert

- Over 1.2M Microsoft accounts are breached every month

Microsoft

- 99% of these breaches would not happen if MFA was enabled

Microsoft

M365 Security Policies & Posture

MFA, Inactive accounts, Sharing Defaults.....

Where does your
MSP sit on the
maturity scale?

REACTIVE:

MSPs set up, but
don't monitor or
enforce M365
Security Policies
like MFA

150 Seats/Tech

PROACTIVE:

MSPs set up and
monitor M365
Security Policies
but are slow to
enforce

250 Seats/Tech

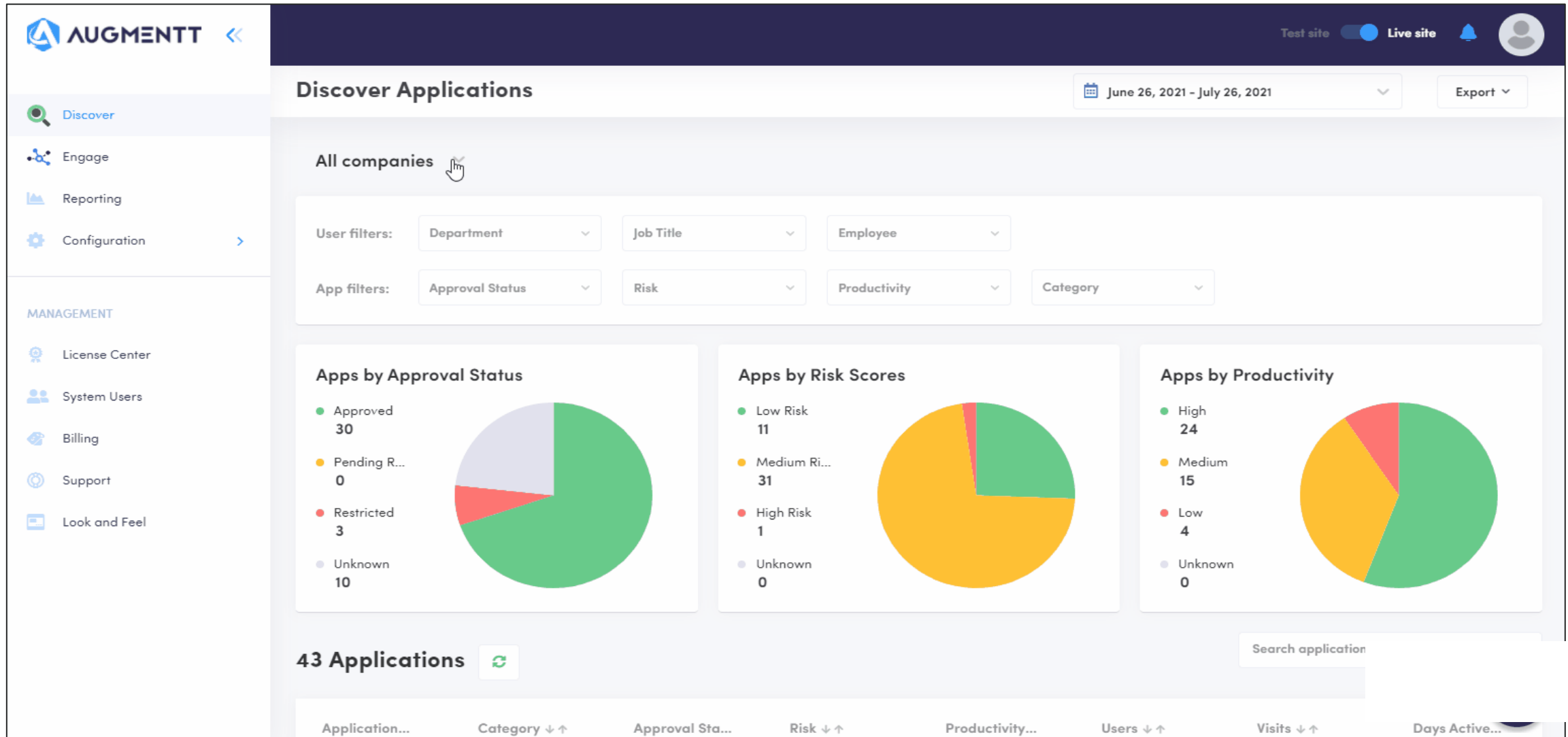
MANAGED:

MSPs set up,
monitor, enforce
and report M365
Security Policies
and Posture

600 Seats/Tech

How To Go from Reactive > Proactive > Managed SaaS Security Services

Leverage an RMM for SaaS Security & SaaS Management to scale your people and processes



Who Wants To Grow Managed & Security Services

Two Easy Ways To Grow & Scale Managed & Security Services

New Service #1

- Audit and Monitor SaaS Application Usage
 - Help ensure apps are compliant and secure
 - Help protect where corporate data is stored in the cloud
 - Provide clients visibility into employee app usage
 - Identify weak security policies and employee training
 - Help optimize SaaS licenses for cost savings. *Over 30% of SaaS spending is wasted. Gartner*
- Two New SaaS Services:
 - Charge for project work to improve policies and training
 - Charge per seat for SaaS monitoring, dashboards, and reporting

New Service #2

- M365 Security Audit - Policy Management – Monitoring - Enforcement
 - Audit client's M365 Security Threats, Policies & Posture
Show exactly why clients & prospects need your premium security services
 - Create plan to improve desired security policies
 - Centralize and automate the monitoring and management of MFA and other M365 security policies.
 - Provide reporting so clients can see the ongoing improvements in their security scores and posture
- Premium Security Policy Monitoring & Management:
 - Charge per seat for SaaS monitoring, management and reporting
 - Charge for project work to improve policies and training

Grow & Scale Your Security Services

- ◆ SaaS Audits and Monitoring will drive new lines of revenue and help MSPs grow SaaS administration services
- ◆ M365 Security Policy & Posture Management will drive new lines of revenue and dramatically scale junior tech capabilities and capacity to manage & secure more seats

Leverage The M365 Pricing Increase To Your Advantage

- Microsoft has raised its prices for the first time in 10 years
- Costs an additional 20% for the flexibility of a monthly subscription


How MSPs Can Adjust

- Bundle your M365 security services with increased licenses
- Use Augmentt Discover to deliver a SaaS Audit: Identify redundant apps and unused licenses to free up budget for M365 security services
- Offer managed cloud services that will improve your client's security posture & consolidate their SaaS stack

INTERESTED IN LEARNING MORE?

Check out our short webinar on the MS Price Increase:

<https://www.youtube.com/watch?v=ttWFuzthcQk&t=3s>



OVER 33%
of IT spend
is wasted on
Shadow IT

The SaaS Managed Services Opportunity

Security & Management Services

Administration, Security, License Provisioning



Manage few

Security Monitoring Services

Software Inventory, Risk Assessment, Compliance



Monitor the rest



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Partner Offer:

- ◆ 100 free licenses of Augmentt Discover
- ◆ Free M365 Security Threat & Policy Reporting
- ◆ Free Secure prospecting licenses
- ◆ Free Engage prospecting licenses
- ◆ Free NFR licenses for full Augmentt Platform
- ◆ Free access to Augmentt Academy
- ◆ Month to month subscription

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■ Are you ready to Grow
and Scale Your Security
Services?

Thank You

gavin.garbutt@augmentt.com

www.augmentt.com

