levigo Business IT.

2021

World-class cybersecurity in just one click

kaspersky

BRING ON THE FUTURE

systems.levigo.de/

Managed Service Provider (MSP) program enables levigo systems to become Kaspersky's preeminent cybersecurity partner in German-speaking central Europe.

levigo systems is Kaspersky's largest MSP partner in the DACH region

IT

- Germany
- MSP partner, using Kaspersky Endpoint Security for Business Select and Advanced, Kaspersky Automated Security Awareness Platform (KASAP) and Kaspersky Endpoint Detection and Response (EDR)
- 2020 - levigo systems voted MSP Partner of the Year
- 3,000 endpoints protected by Kaspersky Endpoint Security for Business

> **"Kaspersky concentrates solely on cybersecurity threat protection and prevention. We see a focus and a commitment of the whole company that's reflected in the quality of Kaspersky products."**

**Vincenzo Biasi,
Managing Director,
levigo systems**

levigo systems, based near Stuttgart in the southwest of Germany, has been a Kaspersky Silver Partner since 2015 and was voted partner of the year in 2020 in the central European region comprising Germany, Austria and Switzerland (DACH).

Its team of 80 delivers a comprehensive range of IT infrastructure, services and support both on-premises and in the cloud, for a broad range of small and medium-sized businesses in the German-speaking DACH region.

The company specifies Kaspersky solutions for all of its MSP (Managed Service Provider) cybersecurity customers, after first selecting Kaspersky to protect its own IT ecosystem.

Challenge

levigo systems' customer base includes organizations from diverse sectors, including mechanical engineering and automotive supplies businesses, legal firms and care homes, each with its own unique cybersecurity risks and requirements.

Though the trend is increasingly towards IaaS (Infrastructure-as-a-Service) in the cloud, accessible from levigo's virtual data center, many of the company's more traditional customers wish to retain on-premises technologies, systems and services.

"We're seeing a change among our customers," explains Managing Director Vincenzo Biasi. "Not long ago many were looking for a simple antivirus solution. However, today the requirements are far more complex and everyone is aware of the threat and potential danger of ransomware attacks.

"So, our work is not about simply rolling out and updating software, it's about putting a range of protections in place that proactively detects and intercepts problems before they can cause damage.

"We were looking for a partner for our MSP customers whose total focus was on cybersecurity, with a world-class track record, who was easy to do business with, with scalable solutions and simple administration, all at a reasonable, competitive price."

The Kaspersky solution

levigo systems selected Kaspersky and seven years on the partnership is strong and mutually supportive.

"For us it's a great advantage that Kaspersky concentrates solely on cybersecurity threat protection and prevention," says Vincenzo. "We see a focus and a commitment of the whole company on this and that's reflected in the quality of Kaspersky products.

"After seven years the partnership still feels very cooperative. Kaspersky always listens and responds quickly and that's very valuable – it feels like a partnership of equals which we appreciate.

"We currently manage around 3,000 endpoints for our customers, each with Kaspersky Endpoint Security for Business, either Select or Advanced, depending on the scenario.

"That's our bread and butter but we're also adding the Kaspersky Automated Security Awareness Platform (KASAP) and Kaspersky Endpoint Detection and Response (EDR), because we see real value for our customers and also because we see them as a growth area for our business."

KASAP builds concrete cybersecurity knowledge, skills and practices, using goal-setting and practical online e-learning exercises, based on real-life scenarios, leading to meaningful evaluation and actionable reporting and analytics.

Collaboration
levigo systems values a
partnership of equals

Efficiency
LMP and overall flexibility provides
a model for MSP success

Cost
World-class cybersecurity
solutions are within the budget
of all businesses

"EDR enables us to recognize a threat situation as it is evolving, before it reaches the endpoint, so we can intervene much faster, before it's too late."

Self-service in just one click

levigo systems also appreciates the flexibility of Kaspersky's licensing arrangements, which enable the MSP to easily scale its customers' use of solutions.

"This is a very attractive model that allows us to serve small customers with reasonable, competitive prices. This has positive effects for everyone," explains Vincenzo.

"The corresponding License Management Portal (LMP) has been around for almost a year and offers everything we need to manage our licenses, to book or cancel, scale up or down - everything can be done in such an easy and independent way. Self-service is very important here.

"Often, we quickly need a test license plus activation code, or to expand a subscription. This is now possible with just one click. We can issue dedicated license keys, although we serve multiple customers, via a shared infrastructure, which makes handling these issues a lot easier for us overall.

"Kaspersky also did a great job for us in a similar context, when we needed a license for our server, from which we served all our customers. Previously we had to say how many clients we wanted to license because this was a fixed license and, if we wanted to grow, we had to apply for a new license.

"Now, Kaspersky has solved this in such a way that we can have an unlimited license and simply report how many users we have. That makes everyday administration so much easier for an MSP.

"We're really looking forward to the next logical step, which is integration, through an application program interface (API), between LMP and our Enterprise Resource Planning (ERP) system, which will streamline processes for us and for our customer relationships.

"I'm confident the guys at Kaspersky are on the case!"