



Oxygen<sup>o</sup>  
Technologies

2021

# Partner strives for a comprehensive cybersecure platform

kaspersky

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# Kaspersky Managed Service Provider program delivers world-class technology, collaboration, skills sharing, support and business development expertise to Oxygen Technologies

Oxygen Technologies has been delivering high quality managed IT services to diverse small and medium-sized businesses in North America for almost 20 years.



## IT and Telecoms

- Canada
- MSP provider, using Kaspersky Endpoint Security for Business Select
- 300 organizations using Oxygen's IT managed services
- 2,000 endpoints protected by Kaspersky

Oxygen Technologies helps its customers maximize their potential by delivering efficient, cost-effective IT systems, managed services and support. It has more than 300 customers in North America, from sole traders and partnerships to enterprise businesses with over 1,000 users.

Instead of traditional fixed-price IT, Oxygen is a true collaborator, engaged and incentivized to deliver services that produce great results and save costs, to enable investment in new IT projects that add value and help customers to innovate and grow.

## Challenge

Rated as one of Canada's top 50 best managed IT companies in 2021, Oxygen is constantly reviewing its technology partners to upskill and grow its own business and ensure that its customers receive excellent services at the right price.

Across the world, cybersecurity is now critical to business success. Oxygen's founder, Brian Oleksiuk, is one of Canada's leading authorities on how to protect small and medium-sized organizations from increasingly sophisticated attacks.

Brian explains: "Years ago business owners would rarely talk about cybersecurity but that's completely changed. Cybersecurity is now absolutely critical to the future of their businesses. Data is a huge asset now, more valuable than gold and oil.

"As a result, we've been building our cybersecurity expertise and capabilities to stay ahead of criminals and to keep our customers safe. Of course, the greatest risk is when employees are unaware of the dangers, so we've developed a range of cybersecurity awareness and education programs to enable customers to help their people be more aware of those risks and work safely. This is the power of the human firewall.

"An important piece of this puzzle for us is endpoint security. In 2019 we decided to move on from our previous endpoint security provider because we knew we needed a more robust and comprehensive solution. But we also wanted a direct relationship with an expert partner that we could trust and work closely with, one that shared our own values and approach to business."

## The Kaspersky solution

"Kaspersky was the obvious choice for us and there were many reasons for that - primarily its endpoint protection product is the best there is. But equally as important we felt a real commitment to us from Kaspersky's Managed Service Provider (MSP) program team here in Canada. It fully invested in the relationship from the start and took time to demonstrate the value it could offer - we really appreciated that," continues Brian.

"We could see that Kaspersky Endpoint Security for Business Select would integrate neatly into our own managed service program, we could aggregate all the data and have complete transparency into how the platform was performing. It would simplify and streamline a really important aspect of our managed service.

"And being part of Kaspersky's MSP program would open up new opportunities for us, with mid-sized and enterprise businesses, for example. All in all, partnering with Kaspersky provided a catalyst for us to focus on new ways in which we could grow our business. It's a partnership that works on both a tactical and strategic level.

"There's a mutual understanding and shared philosophy between us. It's not lost on us that that a large multinational business such as Kaspersky, a world leader in cybersecurity, really cares about our business here in Winnipeg, and the markets that we support, and wants to work closely with us to help us succeed."

**"It's not lost on us that a multinational business such as Kaspersky, a world leader in cybersecurity, really cares about our business and wants to work closely with us to help us succeed."**

**Brian Oleksiuk**  
President and Founder  
Oxygen Technologies





#### Partnership

Constant interaction and opportunities for collaboration



#### Data

Ensures service transparency and informed decision-making



#### Speed

Quick advice, technical support and problem solving



#### Expertise

Kaspersky leads the world in cybersecurity intelligence and skills

“Now we have a constant interaction with Kaspersky and it’s great that we have access to Kaspersky’s global research and experts. That’s immensely valuable and powerful for us – we have some very talented people and the fact that they can collaborate with some of the best cybersecurity engineers in the world is awesome.”

## Growth potential

Oxygen’s 40-strong team began migrating customers to Kaspersky in early 2020. Deployment was smooth and streamlined for 90% of customers, while for those 10% of customers requiring more assistance, both Brian and his Kaspersky counterparts see those interactions as learning opportunities to inform future deployments.

Kaspersky is already protecting well over 2,000 endpoints – servers, PCs, laptops and mobile devices – across the broad spectrum of Oxygen’s managed service customer base, with more to come as legacy arrangements with remaining customers expire.

And Oxygen is already considering upgrading some of its customers to Kaspersky Endpoint Detection and Response (EDR) Optimum to take advantage of its additional automated security features, which can be rolled out seamlessly through Kaspersky’s management console without any changes at the endpoint.

Brian adds: “We carry out regular security posture reviews with our customers and there has been a tangible decrease in incidents and concerns since we moved to Kaspersky. That’s great, of course. The technology is clearly working but there’s so much more that we can do. The Kaspersky platform provides so much data and by aggregating that data we can get a forensic view into what’s happening across the network and take proactive measures to keep our customers safe.

“And we’re looking forward to Kaspersky’s support as we wrestle with the cybersecurity dimensions of the Internet of Things and Zero Trust Networks.”

In fact, Brian is so convinced of the value of what Kaspersky can deliver for businesses in Canada that he is leading a new Canadian Kaspersky MSP program members’ forum, featuring some of the country’s best IT managed service providers, to share best practices, support colleagues and maximize value for all stakeholders.



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