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Money-makers   
Managed Cyber Security Operations Centre

Maximise new margin-rich revenue streams

# Solutionize with EXPO.e

As part of the EXPO.e Channel community, we can help elevate your business by combining our expertise, experience, and evolving portfolio with your own, opening the door to new service innovations and margin-rich new revenue streams.

### Why EXPO.e

We’re a UK pioneer in Cloud, Connectivity, Unified Communications, and Cyber Security, with more than twenty years’ experience enabling other organisations to grow, innovate, and drive positive change. Here’s what we can do for you.

### 01

**Grow your Portfolio**

Combine our services with your own, **including multiple solutions not available anywhere else.**

### 02

**Enjoy platinum-level support**

From off-the-shelf solutions to sophisticated bespoke ones, you’ll enjoy the **highest standard of support.**

### 03

**Accelerate your business growth**

**Military-grade solutions** – resilient, low-latency, and highly secure – to achieve your goals faster.

### 04

**Maximise your uptime**

Our **enterprise-class** network ensures your customers can always access your services, wherever and whenever they are needed.

### 06

**20 years of excellence in the Channel**

Partnering with **EXPO.e** you benefit from both our technical capabilities, and our deep experience as a solution enabler across the Channel.

### 05

**Utilise your governance**

Stop saying ‘no’ to your ideal projects and retain business with the public sector through our accreditations, certification and frameworks.

**Collaboration, consultation and community**

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Description automatically generatedWe cultivate partnerships built on collaboration and consultation, that empower our Channel community to bring tomorrow’s innovations to life today, even for contracts they’d have previously been unable to fulfil.

Whatever the size of your organisation, the sector you operate in, and your ideal customers, we are here to help you achieve your full potential - not only bringing your products and solutions to market, but helping you transform interested prospects into longstanding, repeat customers.

### Margin-rich Money Makers – Managed Cyber Security Operations Centre

**The first line of defence** - 24/7 monitoring and alerting, to offer your customers complete peace of mind.In an escalating threat landscape, organisations at all levels are concerned about maintaining the integrity of their critical data. This, in turn, often leads to questions over the current level of internal cyber security expertise and the potential cost of upgrading and maintaining existing security ecosystems. As an **EXPO.e Channel Partner**, our managed CSOC allows you to alleviate these challenges, letting our cyber security experts take responsibility for the day-to-day management of their security ecosystems and ensuring any potential breach is dealt with straight away. This means you can offer them **complete peace of mind**, freeing them to focus on their own business operations and immediately establishing you as a critical technology partner.



### Managed

### CSOC

**How it works**

**EXPO.e’s Managed CSOC** allows your customers to take a proactive approach to cyber security while minimising the resulting burden on their own IT teams. EXPO.e’s fully certified cyber security experts work to identify any potential breaches and ensure the appropriate actions are taken. There are numerous elements to this, including:

**Real-time cyber security monitoring**

Operating **24 / 7 x 365** to proactively identify any potential threats and issue automatic alerts – all based on the very latest threat intelligence

**The Unified Security Management (USM) Anywhere platform**

Manage the entire security ecosystem through a fully centralized, highly intuitive platform.

**An Advanced Persistent Database**

Fully integrated with the security ecosystem, a comprehensive breakdown of the latest threats, updated by the end users.

**Automated categorization of devices and assets**

Streamline compliance with corporate cyber security policies

**Exceptional service quality is part of our DNA**

Exceptional service quality is part of our DNA and has been for more than twenty years. That’s why we display our industry-leading Net Promoter Score (NPS) live on our website.

We don’t do tiers of service. Whether you are a [**Carrier**](https://pp.expo-e.uk/become-a-carrier-partner), [**Reseller**](https://pp.expo-e.uk/become-a-reseller-partner), or [**Referral partner**](https://pp.expo-e.uk/become-a-referral-partner), you are automatically a Platinum Partner.

**Enable**

* Make it easy to do business with EXPO.e
* Deliver a consistent strategy enabling you and your teams to grow pipeline and win new business
* Listen to you and understand what we need to do to make your teams successful

**Deliver**

* Direct dial contacts to our provisioning coordinators with escalation points up to our Director of Service Delivery
* Weekly order trackers / provisioning calls
* Coming soon – live Partner dashboards
* Executive level relationships with all last mile providers

**Support**

* Fault, Find & Fix 24 x 7 x 365 UK support with 1st, 2nd & 3rd line engineers
* 24 x 7 Proactive monitoring, reporting back to you about customer service outages
* ITIL trained and ISO20000 compliant so you can be rest assured that you and your customers are in safe hands

**Margin**

* Move from 10% to 40% margins by expanding your solution offering and adding more value
* Maximise profits by delivering better business outcomes for your customers
* Increase retention by helping customers overcome more challenges

**This is what good looks like**

Anyone can deliver technology, but it's people that really make the difference. That's the difference between a service provider and a partner, and that's what we've enjoyed throughout our relationship with EXPO.e.

**Terry Faria**

Telecommunications Manager, Quiss Technology.



It's the shared values that have really been the foundation of our relationship with EXPO.e, as well as their willingness to do things a bit differently.

**Robb Thaw**

Product Marketing Manager, Natilik.



We’ve increased individual client revenue **FIVE FOLD** by adding EXPO.e’s Cloud services to our portfolio.

**Stephen Harte**

Head of Technology, Opus Technology.

