

# A strong solution gives Morcan a Win-Win MSP partnership with Malwarebytes



## Frictionless solution

for complex environments



## Quick-time-to-value

from install to protection in minutes



## Easy sales motion

with free trial that proves security gaps

## Business Profile

Headquartered in London, England, Morcan IT Solutions has been a managed service provider (MSP) supporting companies' IT needs for 20 years. With a range of offerings from managed IT services and security solutions to internet connectivity and cloud hosting, Morcan holds itself to the highest level of accountability and industry standards. Morcan's team is made up of level 2 and 3 analysts, ensuring customers receive swift and expert support for their needs, including highly competitive service level agreements (SLAs) of one-hour response to critical issues and a four-hour standard response. To support its stellar reputation in securing company environments, Morcan partnered with Malwarebytes.

## Partner-At-A-Glance

### Customer:

Morcan IT Solutions

### Industry:

Managed Service Provider

### Solution:

- Malwarebytes Endpoint Detection & Response



One of the things I love about Malwarebytes is how quickly we can prop it up in a free trial mode. At no cost and a quick deployment, I can show a company that they've got security holes in their networks. So reselling Malwarebytes isn't that difficult at all.

- Roger Eales, Director and Co-Owner  
Morcan IT Solutions



# How Malwarebytes Helps Morcan Set Itself Apart



## Advancing security and efficiencies

With the changing threat landscape and rise in ransomware, Roger Eales, Director and Co-Owner of Morcan Solutions, wanted to evolve the company's endpoint security solution it offers customers. Choosing a new partner is a weighty decision, and Eales had several requirements for the vendor selection. At the top of the list, Morcan wanted a comprehensive, real-time security solution that would provide customers with excellent protection. In addition, the solution needed a central console to manage all Morcan's clients in one place, which was essential to create greater efficiencies and time savings for the analyst team.

"Every time I think of malware, I think of Malwarebytes to protect endpoints and cover things other anti-viruses miss, and Malwarebytes stood out from the other vendors we assessed," said Eales, noting, "The single pane of glass, ransomware rollback, and three modes of isolation capabilities set Malwarebytes apart from the others we considered."



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## Experiencing strategic business benefits

Since partnering with Malwarebytes, Morcan has experienced several business benefits that enable the company to improve growth and delight customers with a quality solution, including:



### Streamlined client management

Morcan uses Malwarebytes OneView for a central view of all its customers' environments. The team can dig down into a single endpoint for a particular customer and manage a new deployment for another—all from the cloud-based console. "Malwarebytes' central console gives us SOC capabilities and makes it easy to manage all our client endpoints from one spot, which has freed up time for our analysts to do other things. We also schedule OneView reports to show customers what we've found in their environment, which is a great tool in helping us sell the product," said Eales.



### Advanced protection

Deploying Malwarebytes in customer environments has delivered on Morcan's goal of delivering advanced security capabilities that keep customers protected. "Malwarebytes has become an essential arsenal in our security tools. Now that Malwarebytes is on all our customer endpoints, I feel much more rested. We've seen a rise in ransomware, Trojans, and phishing attacks, and Malwarebytes has come in and saved the day for us," said Eales.



## Speed to security and customer adoption

Morcan provides a flexible approach and tailors solutions to deliver the best support for its customers' complex environments, which include a range of operating systems and custom applications. Deploying Malwarebytes into customer environments is a fast and straightforward effort that enables the team to install new instances and create any required application scanning exclusions in minutes.

The smooth deployments and free trials also empower Morcan to drive greater customer adoption. "Companies are not always sure that they want a new endpoint security solution, so one of the things I love about Malwarebytes is how quickly we can prop it up in a free trial mode. At no cost and a quick deployment, I can show a company that they've got security holes in their networks. So reselling Malwarebytes isn't that difficult at all," said Eales.



### Effective protection

preserves Morcan's high standard of service



### Streamlined management

with single-pane-of-glass dashboard



### Easy sales motion with free trial mode

that proves security gaps

**Learn more about Malwarebytes Managed Service Provider Program**



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