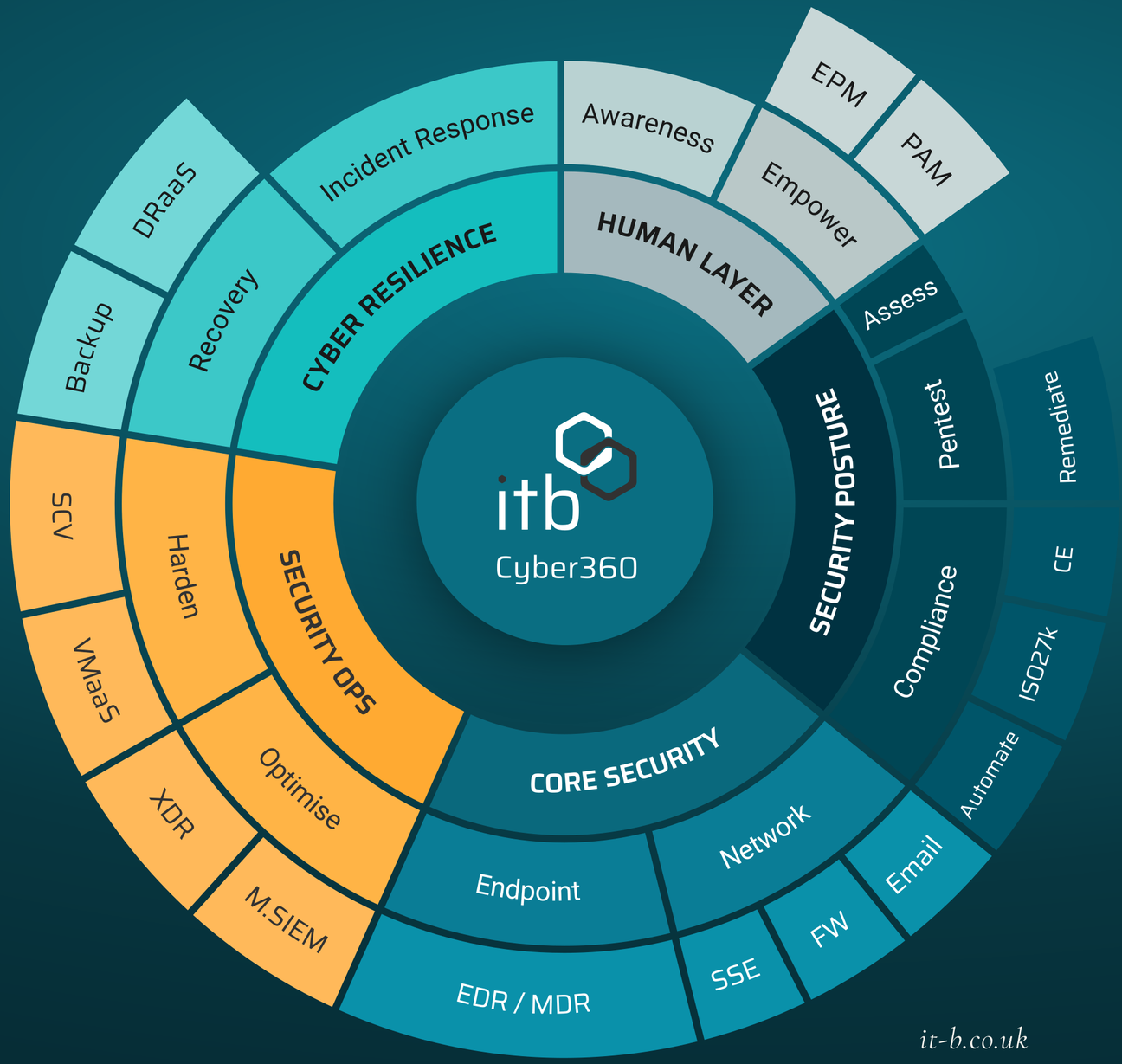
ITB'S MANAGED SECURITY MENU

From *Risk* → *Control.*

Grab a drink — we're going to dinner.



WE JOURNEY TOGETHER · WE CONQUER TOGETHER

it-b.co.uk

THE GENERALIST

MSP.

"We keep your IT running."

- Fixes the printer, resets the password, deploys the laptop
- Security is a feature in the bundle, not the focus
- Sells what's on the shelf
- Engineer time split across every domain

vs

THE SPECIALIST · ITB

MSSP.

"We keep your business protected."

A breach doesn't keep office hours — and a generalist MSP was never built to stop one. ITB does a single thing exceptionally well: keep your organisation defended, resilient and audit-ready, so a cyber incident never becomes a business crisis.

- ✓ Security-only focus
- ✓ Market-led & vendor-agnostic
- ✓ Dedicated security engineers, not generalists
- ✓ Assess first, then mature your security posture — month by month
- ✓ Consultative — we map controls to frameworks and security outcomes, not SKUs

WHY ITB

18	100+	40,000	24/7
Years defending UK business	Customers protected	Endpoints monitored	SOC monitoring & response

UK-based security engineers · Expert-led security consultants · Leading security vendor partnerships · ISO 27001 aligned

WHO WE PROTECT

Security that fits the size of your business.

We protect organisations at every stage — from starting your cyber journey to a fully managed security operation. Wherever you sit today, there's a clear next step, and you only take the ones that make sense for you.

SEGMENT I

Small Business

1–50 people

YOU MIGHT BE THINKING

"How do I secure my business from cyber threats?"

WHAT WE PUT IN PLACE

Awareness training, endpoint protection, email security, Cyber Essentials readiness, patching & backup

WHAT YOU GET

A roadmap to grow securely, with the confidence you're covered

The essentials, handled — so security stops being something you worry about.

SEGMENT II

Growing Company

50–250 people

YOU MIGHT BE THINKING

"We have growing security requirements but limited access to cyber skills."

WHAT WE PUT IN PLACE

+ Managed detection & response, privileged access, penetration testing, ISO 27001 alignment, Microsoft 365 hardening

WHAT YOU GET

A clear picture of your gaps and a plan to close them

We assess first, then mature your defences step by step — at your pace.

SEGMENT III

Mid-Market

250–1,000 people

YOU MIGHT BE THINKING

"We have tools, but no real operating model."

WHAT WE PUT IN PLACE

+ Managed SIEM, XDR, Zero-Trust access, vulnerability management, control validation, red teaming, recovery runbooks

WHAT YOU GET

A security function that simply works, with quarterly reviews built in

An embedded security team without the cost of building one in-house.

SEGMENT IV

Enterprise

1,000+ people

YOU MIGHT BE THINKING

"We need a partner, not just another vendor."

WHAT WE PUT IN PLACE

Bespoke detection & response, incident-response retainer, framework programmes, co-managed SOC

WHAT YOU GET

A long-term partner that scales with your maturity

Capability, experience and a roadmap — built around how you already work.

GETTING STARTED — FULLY MANAGED

EST.
ITB
Cyber 360°

NOW SERVING

The Menu

— of —

Managed Security

PAIRINGS AVAILABLE · *We journey together* · *we conquer together*

A FOUR-COURSE OFFERING, PLATED TO SUIT ANY GUEST

— ITB · CYBER 360° —

The Defence Kitchen

I. Starters

— to assess the appetite

Security Posture Review · MATURITY · ENDPOINT · M365 / SAAS · AI
market
A snapshot of where the customer actually stands. Always the way in.

Penetration Test · INTERNAL · EXTERNAL · WEB APP ★
project
Ethical attack. Finds what the others miss.

Compliance Alignment · CE+ · ISO 27001 · CAF
retainer

Remediation Plan · ITB
incl.

II. Mains

— the foundational stack

Managed Endpoint · AV · EDR · DLP ★
£/seat
AV/EDR + MDR Lite across every device, served hot.

Email & Collab · SPAM · PHISHING · BEC · MALWARE
£/seat

Awareness Training · PHISHING · CULTURE · HYGIENE
£/seat
Behaviour change, not box-ticking.

Vulnerability & Patch Management · CRITICAL PATCHING
£/asset

III. House Specials

— always-on ops

Managed XDR & SIEM · ENDPOINT · CLOUD · IDENTITY ★
market
24/7 detection & response. The chef's signature plate.

Managed SSE · WEB · ZTNA · CASB · FW
£/seat

Password & Privilege · END USER · ADMIN ACCOUNTS
£/seat

Security Control Validation · EDR · RED TEAM · BREACH SIMULATION
project
Red-team your stack on a schedule.

IV. Digestifs

— for when (not if)

Managed Backup · WORKSTATION · SERVER · CLOUD · M365
£/TB

DRaaS · SERVER RECOVERY
retainer

Incident Response Retainer · IR PLANNING · RESPONSE SLAS · CONVERT TO PENTESTING ★
retainer
A bottle of something stiff. On standby, 24/7.

★ *Chef's selection · Pairings recommended · Prices subject to maturity* ★

— HOW WE SERVE YOU —

The Tasting Menu.

Five courses · paced to your appetite for maturity

※

I

AMUSE-BOUCHE

Discovery

Who you are, what you run, and where your risk sits. A taste of the conversation to come.

paired with — a first conversation

II

STARTER

Cyber Fundamentals Review

Conversational deep-dive across the controls. Light mapping to Cyber Essentials.

paired with — CE basics

III

THE MAIN

Assessment

Your AD, M365, GPO, system builds, and live controls. The technical deep-dive.

paired with — a hands-on review

IV

THE CHEESE COURSE

Framework Alignment

Map findings to CE+, ISO 27001, CAF, CSF. Build the roadmap, set the cadence.

paired with — the roadmap

V

PETITS FOURS

Improve & Check-in

Quarterly reviews, measurable maturity gains, and new courses added as your needs grow.

paired with — your quarterly review

You don't have to take every course at once — ASSESS → IMPROVE *we pace the journey to your appetite, adding courses as you grow.*

— FROM THE PASS —

Today's Specials.

recent results for clients like you

Security Control Validation

MFG

POWERED BY PICUS

we proved it actually works

ATTACKS SIMULATED	GAPS CLOSED
14k+	95%

Managed Detection & Response

LEGAL

24/7 SECURITY OPERATIONS

someone's always watching

COVER	AVG RESPONSE
24/7	<15 min

Managed Detection & Response

FINANCE

POWERED BY RAPID7

caught before it spread

TIME TO DETECT	SYSTEMS HIT
8 min	0

Managed Detection & Response

HEALTH

POWERED BY RAPID7

less noise, real threats

ALERT NOISE	THREATS MISSED
−85%	0

Stepped up their defences

RETAIL

FROM OFF-THE-SHELF AV

we levelled them up

~~Basic AV~~ → *Managed MDR*

COVERAGE	INCIDENTS
3×	−70%

Managed Backup · Microsoft 365

EDU

RANSOMWARE-PROOF RECOVERY

grew with their needs

~~Daily backup~~ → *Continuous*

RECOVERY TIME	DATA LOST
<1 hr	0

THE TAKEAWAY

We don't just sell you tools.
We keep you defended.

Every result above is a real client outcome.

NEXT STEPS

We *Journey* together.

We *Conquer* together.

01 Book your first discovery

02 Run the fundamentals review

03 Take a seat at the table

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