

The Vulnerable State of SMB Cybersecurity and How Managed Service Providers Can Help

ESG recently conducted a survey of 250 cybersecurity decision makers at organizations with 20 to 500 employees. The research shows that technical teams are struggling to navigate the current threat landscape, which exposes them to risk. To mitigate this challenge, many seek to partner with managed service providers (MSPs), which have the technology and expertise to effectively fill skill gaps.



External Challenge: A Dynamic Threat Landscape



77%

of SMBs believe their IT environments have become more complex over the past two years



52%

report the rapid pace of change in the cybersecurity landscape is a driver of complexity

Internal Challenge: A Severe Lack of Security Expertise

As environments become more complex, organizations need enough staff with the right expertise to meet the security challenge—something most SMBs lack

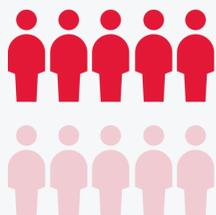


85%

of surveyed organizations have **NO** full-time employees for cybersecurity **OR ONLY ONE**

The Result: Rampant Cyber Risk and Security Incidents

Increasing complexity paired with the lack of resources makes SMBs susceptible



48%

of SMBs have reported multiple serious incidents over the past year



SMBs that have had a security incident are **3X MORE LIKELY** to say IT has become more complex over the last two years than those without a security incident.

Don't Underestimate the Threat: SMBs Must Improve IT Security

SMBs report an average of **3 INCIDENTS ANNUALLY**

any one incident has a **23%** chance of putting them **OUT OF BUSINESS**

Incidents have caused:

- Lost productivity (**55%**)
- Business disruption (**39%**)
- Significant time needed for remediation (**35%**)
- Data loss (**32%**)

One Solve: SMBs Can Fill the Security Technology and Skill Gap in Their Environment with an MSP Partnership



90%

use or plan to use MSPs for security today, making it the **NUMBER ONE** IT area where SMBs engage MSPs



By utilizing MSPs, organizations can improve security efficacy while focusing on innovation and the growth of their business."

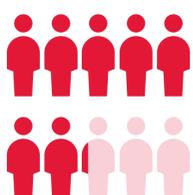
- Adam DeMattia, Director, ESG Custom Research

Why? MSPs are trusted to deliver results



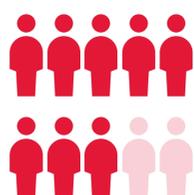
64%

of respondents believe MSPs are better equipped to secure environments than their internal resources



72%

of SMBs partnering with an MSP have reduced complexity as a result



81%

of SMBs partnering with an MSP have reduced risk as a result

See how Sharp can help

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