



2021

# Committed to cybersecurity – for organizations and citizens

kaspersky

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THE FUTURE

nemesys.nl

# Kaspersky Managed Service Provider program helps Nemesys Group raise cybersecurity awareness and protect organizations.

Nemesys Group enables its customers to focus on what they do best by delivering a unique combination of outsourced IT, telephony, energy management and cybersecurity services.



## IT, Telephony, Energy and Cybersecurity

- Netherlands
- MSP partner, using Kaspersky Endpoint Security for Business Select and Advanced, Kaspersky Automated Security Awareness Platform as well as Kaspersky Endpoint Security Cloud and Cloud Plus
- 18-year partnership that pays dividends
- 10,000+ endpoints protected for global retailer A.S. Watson
- Certified Kaspersky Security Awareness Partner & Gold Partner

Nemesys customers enjoy the peace of mind of knowing that essential business infrastructure, equipment and services are always available and fully managed for them. That is done on attractive terms with a proactive team of engineers and account managers.

This formula has enabled Nemesys to become one of the most successful service providers of its type in the Netherlands. In line with an ethos of only working with market-leading expert suppliers, Nemesys is also one of Kaspersky's most respected Managed Service Provider (MSP) program partners in Europe.

## Challenge

Through its long experience of working with small and medium-sized businesses, in the Netherlands and more recently in Belgium too, Nemesys understands just how vulnerable many organizations can be to the increasingly sophisticated and persistent activities of cyber criminals.

The company also appreciates how vital cybersecurity awareness and training is to help people avoid becoming victims of cybercrime. This is achieved by teaching them how to use today's digital technology safely and securely.

"Of course, cybersecurity is about much more than technology," explains Nemesys' Commercial Director, Erwin Hotting.

"Crucially, it's about education too. We recognized that it was essential to think of cybersecurity beyond the boundaries of IT. It's important to talk to everyone, business managers, HR representatives, sales and marketing professionals, for example, because they are all potential targets and they have to be aware of the risks they face and how to manage those risks."

With this in mind, Nemesys decided to create a dedicated business unit within the group, bringing together all of its cybersecurity knowledge, expertise and solutions in one place, in a focused and committed effort to maximize its support for both its customers and Dutch society as a whole.

Building on their long relationship, Nemesys and Kaspersky were keen to work even more closely together to investigate how the MSP program could further support the group's efforts.

## The Kaspersky solution

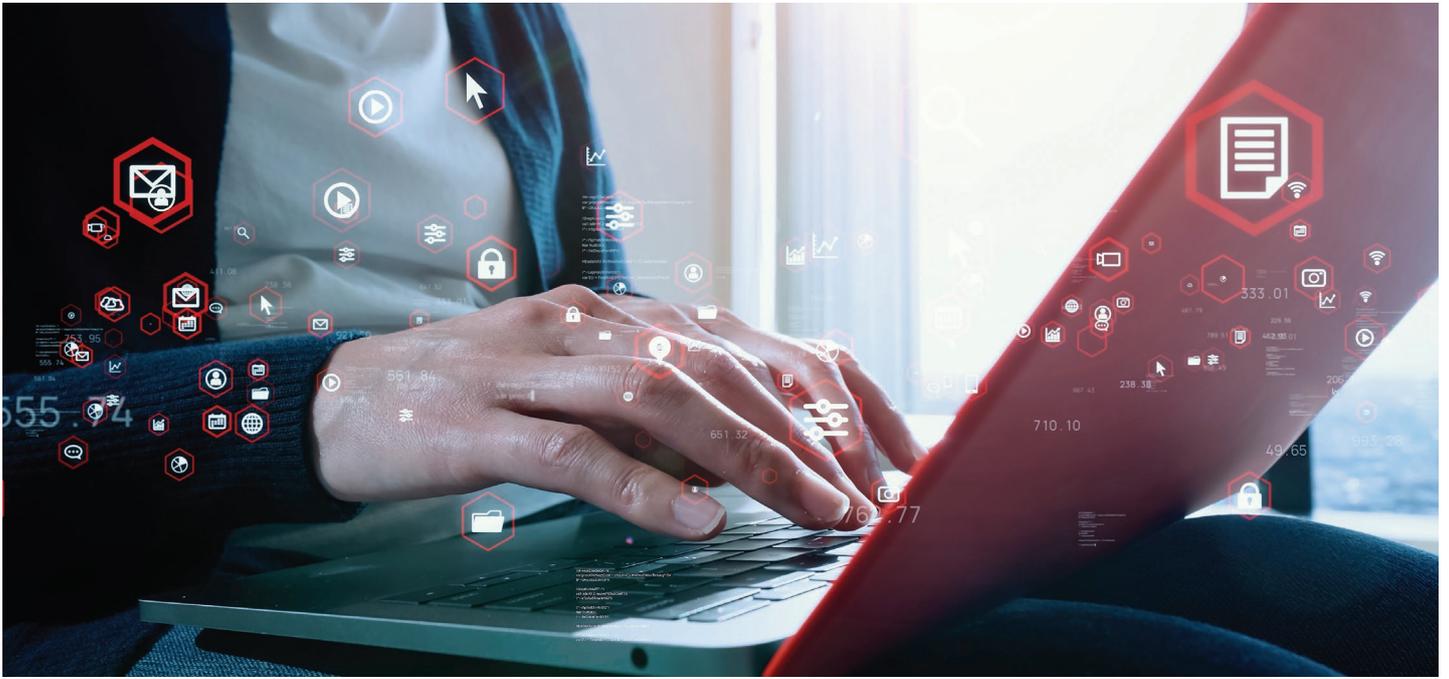
Kaspersky Endpoint Security for Business – Select and Advanced – as well as Kaspersky Endpoint Security Cloud and Cloud Plus are at the core of the Nemesys approach to endpoint protection for its managed service customers.

As well as protecting thousands of endpoints for its small customers, Nemesys is also the trusted cybersecurity partner for A.S. Watson, the world's largest international health and beauty retailer, with more than 16,000 stores worldwide. Nemesys protects and manages around 10,000 of A.S. Watson's endpoints worldwide using Kaspersky Endpoint Security for Business as standard.

A key element of its comprehensive cybersecurity awareness and training program is the Kaspersky Automated Security Awareness Platform (ASAP). Kaspersky ASAP builds concrete cybersecurity knowledge, skills and practices, using goal setting and practical online e-learning exercises based on real-life scenarios, leading to meaningful evaluation and actionable reporting and analytics.

**"With Kaspersky, we have a real competitive advantage over other IT service companies. We have the customers, they have the solutions, we bring the two together and it's a great success."**

**Erwin Hotting,  
Commercial Director,  
Nemesys Group**



#### Education

Kaspersky Automated Security Awareness Platform at the heart of the comprehensive approach to training



#### Global

Worldwide research and development delivers fresh ideas and innovation



#### Local

Trust and confidence in Kaspersky's local team in the Netherlands

## Taking cybersecurity into communities

Building on Kaspersky ASAP, Nemesys has also developed bespoke workshops, events, quizzes for kids and other tools to help spread the secure-working message. And the company can take that message directly to businesses, universities, schools and communities too.

Using its own eye-catching cybersecurity bus, Nemesys invites employees and citizens to come on board a mobile escape room that uses gaming technology to raise awareness of cybersecurity in a practical, entertaining and engaging format.

"My feeling is that organizations in the Netherlands are not as focused as they should be on cybersecurity generally and cybersecurity awareness in particular," says Erwin Hotting. "So, the mobile escape room helps raise the profile, create interest and begin conversations, as well as provide valuable skills.

"Through all our business units we encourage that focus and propose solutions using our range of awareness products and services. Our relationship with Kaspersky is very important to us. Clearly the technology is world-class and we know that it does a great job for our customers. We believe in Kaspersky and in its endpoint and security awareness products and solutions but our partnership with the Kaspersky people here in the Netherlands is equally important.

"It's so much more than a vendor-reseller relationship. With the MSP program we can call Kaspersky day and night if we need support and Kaspersky helps us win new customers and its global reach means that we get advanced warning of new threats – we can also get involved in the new product development process.

"Kaspersky's investment in global research means that our monthly review meetings are full of new information, ideas and developments, so we always have options and opportunities to consider.

"Our people, both commercial staff and technicians, are all certified for Kaspersky solutions, and we regularly meet with Kaspersky to discuss developments. It makes for comfortable and easy personal relationships with our local Kaspersky engineers and support staff, that enable us to get things done quickly and successfully.



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