



# 5 Reasons Why Your IT Team Needs a Cybersecurity Partner

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Cybersecurity has become a critical component for businesses of all sizes in the last decade. Since 2020 there has been a **600% increase** in cybercrime and **66% of businesses** report having experienced a cyber attack in the past 12 months. What's worse, **60% of small businesses** close within 6 months of a cyber attack due to financial hardship. The stakes have never been higher.

Many businesses assume that their IT team possesses the technical know-how to address cybersecurity issues in-house. However, IT and cybersecurity are fundamentally different disciplines and IT is not equipped with the specialized expertise necessary to meet the rapidly growing challenges facing the market today. By partnering with a Managed Security Service Provider (MSSP) you can give your IT team a powerful ally in the fight against cybercrime.

In this guide, we examine the benefits of outsourcing cybersecurity responsibilities to an MSSP, as opposed to relying solely on an internal IT team. Our goal is to provide you with a deeper understanding of how an MSSP can play a critical role in your business' overall cybersecurity posture.

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## 1

## IT and Security Teams **Have Different Objectives**

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Your IT team plays a crucial role in the day-to-day function of your business but is not necessarily equipped to handle the complex and ever-evolving challenges of cybersecurity. IT teams are focused on maximizing the uptime of systems and ensuring smooth operation, which can sometimes be at odds with the goal of implementing robust security measures.

Cybersecurity requires a proactive approach to identifying, mitigating, and preventing security threats. This means putting barriers in place that can potentially impact the availability of business systems.

These two opposing needs can create a conflict between the goals of IT and the goals of cybersecurity, making it difficult to effectively balance both priorities.

Outsourcing your cybersecurity to an MSSP is often a more effective solution. It separates IT and security into two different entities, which gives license to the IT team to focus on their specific charter rather than maintaining the quality of your security. It's important to note however that even though IT and the MSSP have different objectives, they will not be working at odds with one another. They are both still focused on a single core objective which is to help the business thrive.

## 2

## IT Team's **Don't Have the Necessary Expertise**

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Your IT team needs to possess a broad range of technical expertise, including knowledge of hardware, software, and networking systems. They're responsible for the day-to-day maintenance and management of your technology infrastructure, and must have a deep understanding of the systems and applications used within your business.

This broad knowledge base is necessary to ensure that they can diagnose and resolve technical problems, maintain system uptime, and implement new technologies, but they don't possess the nuanced expertise to secure your business from the ever-growing threat of cyber attack.

In contrast, MSSPs focus specifically on cybersecurity and specialize in identifying, preventing, and mitigating cyber threats. MSSPs employ security specialists who stay up-to-date on the latest security technologies and are trained to monitor, detect, and respond to security incidents, including those that require forensic analysis.

This focus on cybersecurity allows MSSPs to provide a higher level of security expertise compared to most IT teams, who may only have limited security resources and experience.

## 3

## Hiring Cybersecurity In-House is **Cost-Prohibitive**

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Hiring cybersecurity employees can be cost-prohibitive for many organizations, particularly small and medium-sized businesses. The demand for skilled cybersecurity professionals is high, and the supply is limited. This drives salaries up, with the average cybersecurity pay starting around [\\$100K per year.](#)

Add the cost of benefits, training, and equipment and a single employee can easily cost \$150K-plus annually. To create an effective team that can fully protect your business, you need at least five full-time employees. It can also take months or years to find the right people and an incorrect hire can derail your project and jeopardize your security for even longer.

Outsourcing your cybersecurity to an MSSP is a much more cost-effective solution. MSSPs offer a range of cybersecurity services at a fraction of the cost of hiring full-time employees. They also have access to the latest technologies and expertise, which can be challenging and expensive for organizations to maintain in-house.

Additionally, MSSPs can provide 24/7 monitoring and support, which is essential in today's fast-paced and ever-evolving threat landscape.

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## IT Teams **Don't Have the Bandwidth to be Effective**

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Cybersecurity is a full-time job. You need around-the-clock monitoring to identify and mitigate threats. Bifurcating IT bandwidth leads them to doing two tasks ineffectively instead of doing one well.

Additionally, your IT department plays a crucial role in supporting and driving your company's growth and success. While security is undoubtedly important, IT teams should be primarily focused on innovation, which is also critical.

By tasking IT with cybersecurity, you're pulling time away from their core role: using technology to make the business more efficient and competitive.

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## Vetting Security Solutions Individually Takes Time

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Vetting security solutions individually can be a lengthy process because of the many factors that need to be considered. You have to evaluate the solution's features, compatibility with your existing infrastructure, vendor reliability and support, and cost. Additionally, you have to assess its effectiveness in preventing security threats, such as data breaches and malware attacks.

It can take weeks or months to vet a single solution, let alone many solutions, and during this time your organization remains vulnerable to security threats. Furthermore, piecemealing a system from scratch can lead to an amalgamation of technologies that aren't built to work together.

By hiring an MSSP you eliminate the vetting process and reduce your Time to Protection. An MSSP is an expert in all things cybersecurity and has the knowledge and experience to assess a wide range of security solutions and recommend the best fit for your organization.

In addition, the MSSP implements the cybersecurity solutions, so you know everything is set up to protect your business. You also won't need to learn multiple systems or manage multiple vendors, you will have a single expert partner that handles everything for you.

# Is Your Business **Still Vulnerable to Cyber Attacks?**

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The global cost of cybercrime was estimated at **8.4 trillion dollars** in 2022 and cybercriminals are becoming bolder and smarter by the day, making cybersecurity a critical component of a successful business.

Outsourcing cybersecurity responsibilities to an MSSP is the most effective solution when compared to relying solely on an internal IT team.

MSSPs offer a range of services at a lower cost, provide 24/7 monitoring, and have a higher level of expertise in identifying and preventing cyber threats. By outsourcing your cybersecurity, you give your IT team a powerful ally in the fight against cyber crime as well as the space to focus on their core responsibilities and drive innovation.

## **Stay One Step Ahead With Managed Cybersecurity**

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Guardian offers a suite of managed cybersecurity services that take the guesswork out of protecting your business. We partner with your team to understand your unique security needs, then build a solution custom-tailored to your business, your environment, and your data. We're not here to oversell you or lock you into long-term contracts, our goal is simply to augment your team's skill set and provide the security you need to protect your business.