

SPECTRA

CASE STUDY

Performance Consulting

Managed Service Provider • 4 Employees • Growth Stage

KEY RESULT

30%

client cyber insurance premium reduction at renewal

L3 Certified

Business Advantage

SpectraCare

included in every contract

30% savings

David Fernandez at renewal

3 controls

MDR • BEC • DisasterRecovery

THE STORY

THE CHALLENGE

Performance Consulting was delivering quality security services but had no external proof of it. Vendor choices were made on instinct. Prospects who didn't already know them had no reason to trust their claims over any other MSP's.

THE SOLUTION

Spectra independently reviewed Performance Consulting's stack against defined controls: MDR with 24x7 SOC, BEC protection with phish-resistant MFA, and immutable backup with tested recovery. One vendor failed review. Performance Consulting replaced it.

THE RESULTS

David Fernandez, owner of DB Electric, went with Performance Consulting and renewed his cyber insurance with a Performance Consulting certified service and environment. His premium came back 30% lower. Two more client renewals are in progress.

HOW NEXTTECH USES SPECTRACARE TO STAND APART

Most MSPs get certified and stop there. Performance Consulting went further. SpectraCare is Spectra's financial backing on certified service delivery. If a covered cyber incident occurs, the client receives a cash payout, not the MSP.

Performance Consulting made a strategic decision that's paying off. For every client with twelve or more employees, Performance Consulting absorbs the cost of SpectraCare directly in the service contract. The client pays nothing extra. Performance Consulting carries it.

In sales conversations, the pitch is direct: a third party reviews our work and if we are wrong, the payout goes to you... not us. No other MSP in their market makes that offer. It removes the trust question before a prospect has to ask it, and it does so with financial commitment rather than unverifiable claims. SpectraCare helped to get the business the 30% cyber security discount for DB Electric - another validation point of the certified service.

Another Performance Consulting client, a security consultant prospect saw the certification requirements during onboarding and said, "this is phenomenal, this is exactly what we've been looking for." That response is what happens when a prospect has seen every other MSP pitch and finally sees one with skin in the game.

"You can trust us because we have an external company that reviews us and tells us whether we're doing it right or not."

— David Lewis, CEO & Founder, Performance Consulting Solutions

Spectra MSP Business Advantage Program

Verified Security. Lower Costs. Better Referrals.

spectracyber.com