

# Stellar Cyber Shows MSSPs How to Build High-Margin Services

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Company's Global Vice President of Service Providers Leads Industry Panel on Open XDR at MSSP Alert Live 2023

SAN JOSE, Calif.--(BUSINESS WIRE)-- Today, **Stellar Cyber**, the leading Open XDR provider for MSSPs, showed MSSPs how to build high-margin security services in a panel led by Stellar Cyber Global VP of Service Providers David Wagner. The panel, entitled Building High-Margin Revenue and Creating "Stickiness" with End Customers is What Every MSSP Wants, featured viewpoints and experience from Wagner along with executives at three MSSPs who have adopted Stellar Cyber's Open XDR Platform.

"MSSPs face two key challenges in today's competitive market," said Wagner. "One is establishing long-lasting customer relationships by tightly integrating with each customer's unique cybersecurity environment; and the other is increasing margins, both by lowering costs and by shortening time to revenue."

CRO Stefan Tallent of Overwatch by Highwire Networks pointed to the Stellar Cyber's Open XDR Platform's flexibility in adapting to customer environments. "It's much easier to win new customers and keep them when we can tell them that they don't have to abandon their investment in existing cybersecurity tools," he said. "As an Open XDR Platform, Stellar Cyber integrates easily with our customers' EDRs and other tools, so it's very non-disruptive to deploy, and we can deliver services almost immediately – within hours."

CEO Michael Crean of Solutions Granted explained that the Stellar Cyber platform was easy for his firm to deploy, which shortened the time to revenue. "It took less than one business day to set it up to work the way we wanted it to," he said. "With our previous system, it took over a week before our analysts could figure out what they were doing."

Jason Schroeder, SVP of Services at BlueAlly Technology Solutions, talked about how the Stellar Cyber platform increased his company's margins by enabling it to use less expensive, lower skilled analysts. "The platform's simple interface and AI-driven analysis spell out not just where the threats are, but exactly what to do about them," he said. "It turns fairly green analysts into professional threat hunters within days."

## About Stellar Cyber

Stellar Cyber's Open XDR Platform delivers comprehensive, unified security without complexity, empowering lean security teams of any skill level to secure their environments successfully. With Stellar Cyber, organizations reduce risk with early and precise identification and remediation of threats while slashing costs, retaining investments in existing tools, and improving analyst productivity, delivering an 8X improvement in MTTD and a 20X improvement in MTTR. Learn more at [stellarcyber.ai](https://stellarcyber.ai).

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