

MCG Cyber Partner Program

Creating and Outsourcing Offensive Security Services to Grow Your Business



How I.T. and Cybersecurity firms can increase their bottom line revenue and attract new clients by offering advisory services.

The Advantages of Working With Us

Total Project Takeover

We minimize your financial and human capital investments by handling everything from scoping to report delivery. We work directly with your point of contact at the pricing stage to ensure your client is getting a fair price.

Specialized Sales Training

Selling a new service offering is never easy. This is why our senior consultants will provide your sales team with a one-hour training session covering the ins and outs of the service. Plus, we'll provide insider tips to close sales in the offensive security space.

Emerging Technology Penetration Testing

Enterprises are moving past traditional infrastructure and leveraging emerging technology such as cloud platforms, IoT/IIoT, and blockchain more than ever. Many penetration testing companies lack the talent and expertise to perform such assessments. This is where we come in. With us, you will be able to cater to a specific, more technologically savvy market which many penetration testing companies cannot fill.

Flexible, Transparent Pricing

We work with your designated point of contact to decide on the best price for services rendered. Our consultants will calculate an appropriate estimate and, depending on the anticipated client budget, we can adjust rates as necessary.

Discrete, Professional Consultants

You may prefer your clients not know the work is outsourced, and we respect this. The designated consultant working alongside your organization will be onboarded with their own email. They will then use this email for any communications with any clients (or internally) going forward. As far as the client is concerned, they work for you.

Marketing Material

We have worked with some of the most creative minds in cyber security marketing to create visually striking and highly intuitive diagrams and infographics. These can be white-labeled with your company's branding and used on your website and marketing materials.

Our Process

We have over a dozen existing agreements with existing IT and cyber security providers.

Through this experience, we have refined our process to a tee and have a robust order of operations in place to ensure a smooth partnership:

Once your sales representative gets a potential lead for penetration testing services, they will send the client a scoping questionnaire, provided by us, to fill out. From there, our team takes over the rest of the process as outlined on the right.

We start off with project scoping and determining the amount of time it will take to complete the project. This is also when we determine cost. Once the cost has been agreed upon, we will prepare a SOW and MSA that will use your company's branding.

Once the MSA and SOW are signed, we execute the project. Towards the end, we will create a detailed report complete with comprehensive remediation steps on all identified vulnerabilities. Once completed, the report will go through our internal Quality Assurance review where it is appraised by three different resources to ensure quality and accuracy of reported information.

Once the third review is completed by a director, our consultant will send the final report to the client, followed by an invoice to your organization for services rendered.



Intake Questions From Client



Project Scoping/Pricing



Execution of Project



Comprehensive reporting of issues



Internal QA Review



Report Delivery

Data on Penetration Testing Market Segment

The following is a collection of statistics from multiple sources to demonstrate the market opportunity that exists within the penetration testing space.

\$4.1B

Market size for the global penetration testing market by 2027

21.8%

Compound Annual Growth Rate (CAGR) from 2020 to 2025

38.5%

Penetration Testing market share in North America

"The rising penetration IoT based devices, large volume of data generation, high demand for network analysis, and shifting focus of enterprises to use cloud computing are creating new opportunity for penetration testing market." - Industry Arc

To keep a competitive edge, increase revenue, and provide continuous value to your clients, consider offering offensive security services. With our unique partnership program, we can meet your needs for years to come.

Conclusion

The demand for offensive security services is not going away. If anything, it is significantly harder finding and retaining top cyber security talent. If you search for open penetration testing positions in your area, you will find many open positions. Take the guesswork out of creating a new service offering by leveraging our unique, risk-free program. What are you waiting for?

Email manny@mandconsulting.ca to get started today.