

# Mid-market Cybersecurity Dissonance

IT pros are overly confident about their safety



## PERCEPTION

Mid-Market  
Enterprises Believe  
They are Safe

95% believe they have above average security posture

89% believe perimeter security products can combat all cybersecurity threats

90% say they have personnel solely dedicated to security

VS.

## REALITY

Mid-Market  
Enterprises Struggle  
with Cybersecurity

72% report that their role is so broad it's **difficult to focus** on IT security as much as they should

63% say they **cannot stop zero day threats**

77% of security alerts are investigated **after more than one hour**



## 4 Ways to Overcome the Disparity Between Perception vs. Reality

1

### ASSESS YOUR SECURITY POSTURE

It's critical to analyze your logs and investigate your alerts. Don't just rely on traditional perimeter and endpoint security products.

2

### MONITOR, DETECT AND RESPOND

Allocate resources and implement advanced threat detection with daily security data triage and incident forensics.

3

### DON'T BUILD, BUY A SERVICE

Advanced threat detection can cost \$1.4 million and take 4 months to implement. A SOC service is a fraction of that and deploys in as little as 60 minutes.

4

### SELECT A MID-MARKET MSSP

Select a service that has been purpose-built and priced for the mid-market instead of an expensive enterprise solution.