

# A scalable CISO service. Built for MSPs.

Sophos CISO Advantage helps MSPs deliver CISO-level strategy at scale, turning assessment, reporting, and improvement into a structured, repeatable service.

MSPs are already acting as the CISO for their customers, but often lack a scalable delivery model. Sophos CISO Advantage provides a clear, consistent way to assess risk, prioritize action, and demonstrate measurable improvement across the customer base. AI accelerates assessment, analysis, and reporting. MSPs own the strategy, customer outcomes, and the path to recurring revenue.

88%

of MSPs say customers increasingly rely on them to act as their CISO.<sup>1</sup>

81%

of MSPs report growing compliance complexity across their customer base.<sup>2</sup>

~0%

Almost all SMBs operate without dedicated security leadership.<sup>3</sup>

## WHAT SOPHOS CISO ADVANTAGE DELIVERS

### A service MSPs deliver, not a product to resell.

#### Turn advisory work into recurring revenue.

MSPs are already delivering elements of the CISO role. Sophos CISO Advantage provides a structured, repeatable model to deliver that role consistently across the customer base – creating a scalable, revenue-generating service.

- Baseline assessment tailored to each customer's environment and threat profile.
- AI accelerates assessment, analysis, and reporting.
- Delivered through Sophos Fusion at scale.

#### Lead the strategic security conversation.

Customers often struggle to connect security data to business impact. Sophos CISO Advantage helps MSPs lead that conversation by translating assessment insights into clear priorities, investment decisions, and next steps.

- Translate complex assessment data into board-ready outputs.
- Bridge IT and business leadership to enable informed investment decisions.
- Lead security conversations instead of reacting to them.

#### Turn assessments into revenue

Every Sophos CISO Advantage engagement surfaces defense gaps. Those gaps become a defined action plan, positioning MSPs to deliver the required services and solutions. Pipeline comes from inside the engagement, not from a cold call.

- MSPs are positioned to deliver the improvements identified by the assessment.
- Defense gaps translate into clear follow-on services and revenue opportunities.
- Brings together assessment, strategy, and remediation in one closed loop.

#### Prove value. Drive retention.

Turn a point-in-time assessment into ongoing risk reduction. Proof-of-value reporting enables MSPs to demonstrate compliance progress, security posture improvement, and framework alignment over time.

- Delivers measurable risk reduction that MSPs can demonstrate at every renewal.
- Continuous posture monitoring surfaces drift before audit.
- The service retains customers as effectively as it grows them.

## AT A GLANCE

- A structured, repeatable service within Sophos Fusion that enables MSPs to deliver CISO-level strategy at scale.
- AI accelerates assessment, analysis, and reporting. MSPs own the strategy and outcomes.
- Every assessment surfaces defense gaps that become the next pipeline.
- Delivered through Sophos Fusion, powered by Agentic AI.

## WHO NEEDS IT

- MSPs that already deliver security advisory services and now want to scale.
- MSPs that want to prove value at renewal.
- MSPs looking to add compliance or vCISO services to their portfolio and are in need of a delivery model.
- MSPs that are keen to increase revenue from advisory services without adding senior hires.

## BUSINESS BENEFITS DELIVERED

### Deliver security strategy as a service.

#### Grow revenue.

Turn the CISO role you already play into a structured, billable service. Generate recurring revenue from every engagement, with built-in pipeline from the gaps that are uncovered during the assessment. Proof-of-value reporting drives renewal and expansion.

#### Scale delivery.

Deliver consistent, CISO-level strategy across your entire customer base without adding senior headcount. AI-driven workflows reduce manual effort, while built-in compliance assessments enable you to scale advisory services without increasing operational overhead.

#### Differentiate and lead.

Move from reactive service delivery to owning security outcomes. Lead higher-value customer conversations and influence how security budgets are spent.

## INDUSTRY RECOGNITION

### Recognized as the leader for MSPs by the analysts that matter.

#### SE LABS

Best MSP Solution for Small Business for Sophos Endpoint

#### CRN

Partner Program Guide – Best MSP Partner Program

#### OMDIA

Champion in MSP Ecosystem Matrix

#### GARTNER MAGIC QUADRANT

17x a Leader for Endpoint Protection

#### GARTNER PEER INSIGHTS

Customers' Choice for MDR, XDR, Endpoint, Email and Firewall

### One system. Every control point. Defending as one.

Sophos CISO Advantage is part of Sophos Fusion, the world's most complete cyber defense system. It protects organizations from AI-enabled threats that move faster than defenders can respond.

[sophos.com/CISO](https://sophos.com/CISO) →

<sup>1,2,3</sup> Independent survey of 800 MSPs, commissioned by Sophos (2026).

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