Digitalization Company Transforms Security with Seceon, Achieves Multi-Million Dollar Growth



Overview

A leading Digitalization company, specializing in IT infrastructure, application performance management, governance, risk & compliance (GRC), and software development, sought to revolutionize its security services. Previously, the company relied on traditional security products procured by customers and provided large teams of 20-40 security analysts per customer to manage operations. However, this approach proved costly, inefficient, and ineffective in protecting enterprises and hospitals from evolving cyber threats.





By partnering with Seceon, the company launched an AI-driven Managed Security Services (MSS) offering, enabling it to:

- Reduce operational complexity
- Outperform traditional security providers
- Scale security operations with a lean, highly efficient team
- Achieve multi-million-dollar revenue growth within 12 months

Challenge: Inefficiency in Traditional Security Operations

Despite deploying large security teams, the company struggled with:

1. **High Operational Costs** – Customers required 20-40 security analysts to manage security tools and respond to incidents, leading to unsustainable costs and inefficiencies.

2. **Ineffective Threat Detection & Response** – Traditional SIEMs and security tools were slow, reactive, and prone to alert fatigue, leading to missed threats and delayed remediation.

3. **Lack of 360-Degree Visibility** – Security teams relied on siloed products that failed to provide a unified view of threats across networks, endpoints, applications, and cloud environments.

4. **Compliance Burden –** Customers struggled to meet compliance mandates (HIPAA, ISO 27001, GDPR, NIST, etc.), as traditional tools lacked continuous compliance monitoring and automated audit readiness.

To scale security operations efficiently while enhancing protection for hospitals and enterprises, the company needed a transformational security approach.

Solution: AI-Powered MSS with Seceon's Platform

By replacing traditional security products with Seceon's AI-driven cybersecurity platform, the company completely redefined its MSS model.



Key Differentiators with Seceon:

1. **Massive Efficiency Gains** – Instead of 20-40 security analysts per customer, a single 6-person security team now manages multiple large enterprises and hospitals 24x7 with Seceon's AI-driven automated detection and response.

2. **360-Degree Threat Visibility & Real-Time Remediation** – The Seceon platform provides full-stack security coverage across networks, endpoints, applications, and cloud environments, enabling proactive threat prevention and auto-remediation.

3. **Automated Compliance & Audit Readiness** – Continuous compliance monitoring ensures customers always meet regulatory standards without manual effort.

4. **Cost-Effective, Scalable Security Services** – Seceon eliminates the need for multiple tools, lowering customer costs while delivering superior security outcomes.

Digitalization Company's Security Transformation with seceon

From costly, inefficient security to AI-driven, scalable MSS success

BEFORE

- 20-40 security analysts
- Siloed security tool
- High operational costs
- Slow, reactive detection
- Compliance struggles

AFTER

- Single 6-person team
- AI-driven automation
- 85% cost reduction
- Real-time threat response
- Automated compliance monitoring

AI-Powered MSS Model

- 360-Degree Threat Visibility
- AI-Driven Detection & Auto-Remediation
- Automated Compliance & Audit Readiness
- Cost-Effective, Scalable Security Services

Growth Journey Timeline

Initial Challenge
High costs, inefficiency, missed threats

Partnering with Seceon
AI-driven security transformation begins

Scaling with AI-Powered MSS
Lean team, automated security

Market Leadership & Multi-Million Revenue Growth

Market Impact & Results

Revenue Growth
Multi-million dollar increase in 12 months

Cost Savings
85% reduction in security operations cost

Competitive Wins
Outperformed legacy MSSP vendors

Industry Adoption
Hospitals (HIPAA-compliant security), Enterprises (24x7 AI-powered protection)

Results: Multi-Million Dollar Growth & Market Leadership

1. **Multi-Million Dollar Revenue Growth in 12 Months**
   - By transitioning to Seceon-powered MSS, the company secured multi-million-dollar contracts with hospitals and enterprises.
   - The new MSS model became the highest-margin service, surpassing traditional IT and application services.

2. **85% Reduction in Security Operations Cost**
   - From 20-40 analysts per customer to a single 6-person team managing multiple enterprises.
   - AI-driven automation replaced manual threat detection and response, improving efficiency while reducing costs.

3. **Competitive Wins Against Legacy Security Providers**
   - Outperformed traditional SIEM and MSSP vendors by offering:
   - AI-driven real-time threat detection & auto-remediation
   - Faster deployment and lower total cost of ownership (TCO)
   - Comprehensive compliance automation

4. **Market Expansion: Hospitals & Enterprises Trust Seceon-Powered Security**
   - Hospitals adopted MSS for HIPAA-compliant patient data protection.
   - Enterprises across finance, manufacturing, and retail gained 24x7 security monitoring with zero manual intervention.

Transforming Security with Seceon's AI-Driven Platform

By replacing traditional, labor-intensive security operations with Seceon's AI-powered, automated threat detection and response, the company:

- Transformed into a leading MSSP
- Achieved unprecedented operational efficiency
- Drove multi-million-dollar revenue growth

With fewer people, lower costs, and superior security outcomes, Seceon-powered MSS ensures scalable, high-margin growth while delivering unmatched protection for hospitals and enterprises.

About Seceon

Seceon helps MSPs, MSSPs, and Enterprises simplify security, reduce cyber risk, and detect threats at scale. Our AI/ML-driven OTM platform (aiSIEM, aiXDR) delivers real-time threat detection, automated remediation, and continuous compliance. Trusted by 640+ partners protecting 8,800+ clients, Seceon offers the industry's most efficient, low-TCO security solution.



Learn more about Seceon aiXDR and

Schedule a Demo www.seceon.com/contact/

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