

Case Study: Real Outcomes with Guardient + a 24/7 Expert Team

Client Overview

A Managed Service Provider (MSP) supporting Department of Defense contractors wanted to expand its service offerings by providing advanced cybersecurity and compliance capabilities. However, they faced resource limitations — no in-house SOC, no compliance staff, and limited bandwidth to manage alerts, documentation, or evidence collection.

Their goal: **launch a co-branded security and compliance program quickly**, without the cost and complexity of building it themselves.

Challenge

Before partnering with **USX Cyber**, the MSP struggled with:

- **Limited Security Staffing:** No 24/7 monitoring or response capabilities.
- **Manual Client Reporting:** Evidence collection and compliance summaries were time-consuming.
- **Service Gaps:** Clients needed CMMC and NIST-aligned protections the MSP couldn't deliver alone.
- **Time-to-Market Pressure:** They needed to launch fast — before competitors did.

They needed a **turnkey platform** with operational support, automation, and co-branding flexibility.

Solution

USX Cyber delivered the **Guardient Security-Driven Compliance Platform** with full **SOC-as-a-Service** support and co-branding enablement.

The joint deployment included:

- **White-Labeled Platform:** MSP-branded dashboards and reports powered by Guardient.
- **24/7 SOC Operations:** OverWatch team monitoring alerts, responding to incidents, and guiding remediation.
- **Evidence Automation:** WatchDesk auto-generating control artifacts for compliance frameworks like CMMC and SOC 2.
- **Rapid Go-to-Market:** USX Cyber built and launched the program within **weeks**, providing sales enablement and onboarding support.

The MSP retained customer relationships and monthly revenue, while Guardient handled the operational backbone.

Results

- **Co-Branded Program Launched in Weeks**
 - **Zero Additional Headcount Required**
 - **Recurring Revenue Stream from Security Services**
 - **Automated Evidence & Compliance Reporting** for all clients
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Client Testimonial

“We launched a co-branded security program in weeks. Guardient handles operations and evidence automation—our team just sells and renews.”
— *CEO, MSP Partner*

Why It Matters

Guardient gives MSPs the power to deliver **enterprise-grade security and compliance** without the overhead.

With a 24/7 SOC and built-in automation, partners scale faster, reduce risk, and win more deals—while USX Cyber runs the heavy lifting behind the scenes.

- ✓ Co-branded platform
- ✓ 24/7 monitoring and response
- ✓ Automated compliance artifacts

Real outcomes. Real partnership. Real growth.

About USX Cyber

USX Cyber delivers a **Security-Driven Compliance Platform** combining managed detection and response, compliance automation, and partner enablement.

Through the **Guardient XDR ecosystem**, MSPs and MSSPs gain turnkey access to 24/7 operations, evidence automation, and a co-branded platform designed for scalable growth.

