



MATIKA | a WIIT Company

2022

Staying ahead of today's cybercriminals

kaspersky BRING ON
THE FUTURE

matika.it

Matika, Kaspersky Managed Security Service Provider Program Gold Partner, enjoys revenue growth and opportunities to expand into new markets following acquisition by Wiit Group.

Launched as an office supplies business in 1992, Matika is now one of northeast Italy's most respected IT and cybersecurity service providers.



IT

- Italy
- MSP and MSSP partner, using Kaspersky Endpoint Security for Business Select and Advanced and Kaspersky Managed Detection Response (MDR)
- 15,000 endpoints protected
- 2021 – Matika became MSSP

“Kaspersky, by independently developing its products, also has all the skills to manage them correctly, allowing us to scale up and scale down at speed.”

Stefano Dario, CEO, Matika

Based in Vicenza, Matika is a vibrant and successful business with a diverse customer base in many sectors including finance, food and manufacturing, as well as public sector organizations.

Part of Kaspersky's Managed Service Provider (MSP) program since 2014, Matika holds prestigious Gold Partner status. Its reputation for excellence and its proven cybersecurity expertise led to the business being acquired in 2019 by Wiit Group, one of Italy's leading private and hybrid cloud service providers.

Challenge

In recent years, Matika has transformed itself from a systems integrator, delivering bespoke IT projects for customers, into a strategic business partner and managed service provider.

Now, the company builds close, long-term relationships with customers, who trust Matika to not only deliver great technology but also to act as an extension of their own teams, providing ongoing advice, guidance and support to help those organizations achieve their business goals.

To make this happen, Matika has established streamlined and consistent business processes and achieved numerous international industry certifications to demonstrate its high standards, especially in the field of information and data security.

CEO, Stefano Dario, believes that today's cybersecurity threats are more sophisticated and dangerous than ever before, requiring businesses to respond with additional and more comprehensive layers of protection.

“Today's hackers are no longer kids enjoying a challenge, they are part of real criminal organizations launching attacks to extort large sums of money, so we need to help our customers understand the risks and raise the barriers.

“Matika is now the cybersecurity specialist for Wiit Group so it's essential that we have world-class expertise and solutions at our disposal, to do all we can to keep our customers safe.”

The Kaspersky solution

Stefano values Kaspersky's total focus on cybersecurity. “Kaspersky has to be a world leader in cybersecurity, or it will not thrive. Kaspersky succeeds by developing all of its solutions in-house, so they are all integrated, they complement each other and it's easy to add new features and functionality.

“We use Kaspersky technology exclusively because we think it's the best for our customers and, in return, Kaspersky works closely with us to help us grow and develop.”

Matika is deploying Kaspersky Endpoint for Business Select and Advanced on around 15,000 customer endpoints and is in the process of adding Kaspersky Managed Detection and Response (MDR) to them.

Currently around 3,000 endpoints are benefiting from the added protection provided by MDR's live threat intelligence and proactive threat detection and prevention measures.



Support
Helping Matika transform
its business model



Flexibility
Scaling up and down
at will and at speed



Innovation
Opening fresh business
opportunities

World-class technology

"The Kaspersky MSP program makes everything much easier and more flexible," explains Stefano. "For example, we now buy licenses based purely on consumption, rather than having to buy in bulk. I can buy exactly what I need, when I need it, to meet our customers' precise requirements."

"Great service is as important as the quality of the product. Kaspersky, by independently developing its products, also has all the skills to manage them correctly, allowing us to scale up and scale down at speed."

"The relationship we have with Kaspersky here in Italy is very good and this helps us a lot. We're proud to be associated with Kaspersky, our customers have confidence in the brand and are reassured that we're using world-class technology and expertise to protect them."

Matika's partnership with Kaspersky, together with its unique role within the Wiit Group, is helping the business grow and increase its revenues, especially as more and more of Wiit's customers move into Matika's domain. The company is also expanding its capabilities and moving into new markets and territories.

These developments coincide with Matika receiving additional specialist credentials as a Kaspersky Managed Security Service Provider (MSSP) in recognition of its expertise in the fight against cybercrime.

Explains Stefano: "We're starting to develop our capabilities in protecting operational technologies in factories and manufacturing centers because computers within machinery are increasingly being targeted by cybercriminals."

"Shutting down a machine tool or production line can be very expensive and Kaspersky technology can now be deployed to protect machinery and control modules without interrupting production."

"Then the Wiit Group recently acquired a large business in Germany in the gaming sector that requires a large-scale endpoint deployment. As we grow into these areas of advanced security, incident response and related analytics, I know that Kaspersky will be a great support to us as we build our own skills and expertise."



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