

# CIOReview

The Navigator for Enterprise Solutions

CYBERSECURITY EDITION

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## 10 Most Promising Cybersecurity Consulting/Service Companies - 2019

The world today is replete with cutting-edge cybersecurity technologies and innovative techniques that strengthen an organization's cybersecurity posture. Yet the number of security incidences is rising consistently. As cyberattackers are managing to break through even the most sophisticated security systems to cause maximum damage, industries and governments need expert partners who can help them stay one step ahead of the threats.

Cybersecurity consultants and service providers, with their industry experience and thorough understanding of the threat landscape, are helping companies develop and maintain highly secure IT environment. In ways, these experts bring meaning to the existing security implementations. The consultants and service providers comprehend their clients' business, IT architecture, and the unique needs and guide them to implement the right cybersecurity technology and framework. They not only help

in deploying the systems, but also provide end-to-end services, including orchestrating the communication between different systems, managing the networks, and alerting the clients against any security incidence, continuously. With their knowledge and IT knowhow, they allow organizations to carry out their operations securely and cost-effectively. At a time when there is a growing concern around data security and privacy, partnering with efficient cybersecurity services firm goes a long way in safeguarding the reputation and remaining competitive.

CIOReview has compiled a list of the most promising cybersecurity consulting/service companies that exhibit competence in delivering robust and efficient cybersecurity services with their advanced capabilities. We hope this issue of CIOReview helps you build the partnership you and your firm need to establish a reliable IT infrastructure across locations.

We present to you CIOReview's "10 Most Promising Cybersecurity Consulting/Service Companies 2019."

### Winquest Cybersecurity

recognized by **CIOReview** magazine as

10 MOST PROMISING  
**CYBER SECURITY**  
CONSULTING/SERVICE COMPANIES - 2019

*The annual listing of 10 companies that are at the forefront of providing Cybersecurity consulting services and transforming businesses*

#### Company:

Winquest Cybersecurity

#### Description:

Offers affordable vulnerability assessment and other services to assist businesses of all sizes to defend their networks from persistent cyber threats

#### Key Person:

John M. Leitch,  
President and CEO

#### Website:

[winquestcyber.com](http://winquestcyber.com)

# Winquest Cybersecurity

## Strengthening SMB Networks with Cost-Effective Cybersecurity Services

**T**oday, with the ever-growing threat of cybercriminals, cybersecurity has become a top-priority investment for businesses. However, the maintenance of an effective cybersecurity posture requires substantial resources. Unfortunately, most small to medium-sized businesses (SMBs) do not have the resources to implement or maintain a robust cybersecurity posture, increasing their susceptibility toward data breaches. So how can SMBs protect their networks from cyber threats cost-effectively and holistically? Enter Winquest Cybersecurity (Winquest), a Maryland-based cybersecurity firm that offers affordable vulnerability assessment and other services to assist businesses of all sizes to defend their networks from persistent cyber threats. “Our portfolio of unique capabilities is designed to assess risks, train personnel in mitigation strategies, and help clients protect their sensitive data and networks cost-effectively,” says John M. Leitch, president and CEO of Winquest.

The company’s primary offering is its Cybersecurity Abbreviated Vulnerability Assessment (CAVA™), which comprises the evaluation of a business’ network by Winquest’s adept cybersecurity personnel and the identification of a client’s ten most critical vulnerabilities. After the initial analysis, the company prepares ‘out-briefs’ to inform the organization’s C-suite executives of the imminent risks in their cybersecurity posture. “Unlike traditional cost-intensive vulnerability assessments, the CAVA can be performed for less than \$4000, which makes it easier for SMBs to receive effective vulnerability assessments without draining resources,” adds Leitch. Furthermore, Winquest’s CAVA can be performed on-premises or remotely via its CENTRA™ service, which is a mini-computer loaded with Winquest software that allows Winquest to perform the assessment remotely.

In addition to the CAVA and CENTRA, Winquest helps managed service providers (MSPs) offer cybersecurity services to their customers through its CyberWare offering. With CyberWare, MSPs can seamlessly white label Winquest’s capabilities without interfering with the MSP-customer relationships. “CyberWare assists MSPs by providing them with an additional revenue stream, and it aids MSP customers by offering them our cutting-edge cybersecurity services,” states Leitch. Winquest also certifies organizations based on the steps they have taken toward the protection of their networks. Winquest certifies a client to

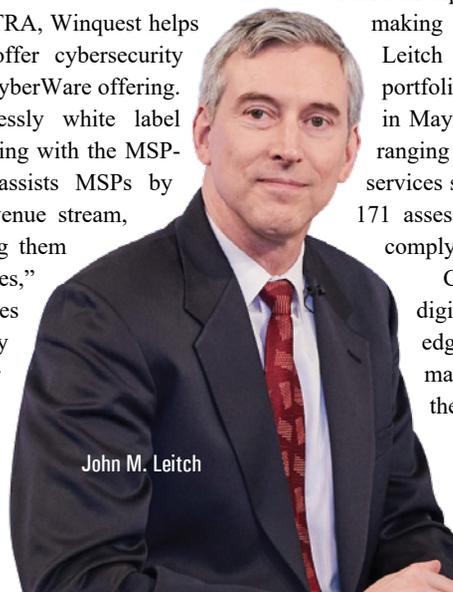
be “Cyber-Aware” with a seal that is awarded when the firm has received a CAVA and has a 100 percent pass rate for Winquest’s basic cybersecurity awareness training. “Cyber-Aware allows our clients to turn their cybersecurity program into a competitive advantage,” explains Leitch.

Highlighting the efficacy of Winquest’s services is a simple, yet powerful, success story with a small, independent business, which was able to bolster its cybersecurity posture after receiving a CAVA. Initially, the client had a simple, six-character password protecting their sensitive data. To demonstrate the susceptibility of their network to data breaches, Winquest suggested the firm’s junior IT employee try breaching their network using a password cracking software from the internet. Subsequently, when the junior IT employee breached the network within 10 minutes, the executives at the company realized the risk of a simple password and employed more resilient cybersecurity measures.

**“Our portfolio of unique capabilities is designed to assess risks, train personnel in mitigation strategies, and help clients protect their sensitive data and networks cost-effectively”**

Winquest offers cost-effective services that are also product-agnostic. “Winquest does not sell, resell, or accept referral fees for products which assure clients that our recommendations are based on experience instead of monetary benefits, thereby making us their Trusted Advisor,” explains Leitch. Leitch was excited to demonstrate Winquest’s portfolio at the Interop19 IT conference in Las Vegas in May 2019 and signed new clients with locations ranging from Hawaii to Peru to Barbados. From a services standpoint, the company offers its NIST 800-171 assessment service to help government vendors comply with the DOD’s requirements.

Cybersecurity is a growing need in today’s digitalizing world, and with Winquest’s leading-edge services, organizations of all sizes can maximize their cybersecurity programs to protect their enterprise networks effectively. **CR**



John M. Leitch