![SaaS Alerts — Cover Your SaaS]

# AtNetPlus

Before SaaS Alerts, AtNetPlus had a major blind spot when it came to cyberscurity.

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## MEET THE MSP

Nick Forcier
Cyber Security Analyst

> **Location**
> Akron, Ohio

> **By the Numbers**
> - 90 Customers
> - 4,000 Endpoints

## Challenge

Prior to SaaS Alerts, Nick relied on Microsoft 365 email alerts to monitor AtNetPlus' customer and internal SaaS applications. But many of the alerts weren't actionable. This posed a problem — and an opportunity.

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"With everything moving to the cloud, we realized there was a massive blind spot when it came to our customers' security. Without SaaS Alerts, you can't manage applications like Microsoft 365 or Google. You would have no idea if a customer was compromised. We knew we needed a tool that would help us."
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*— Nick Forcier, AtNetPlus*

## Solution

Forcier tried several alternatives, but SaaS Alerts blew him away. When there was a potential incident, SaaS Alerts notified him in minutes while the other tools took hours. A lot of damage can be done in that time frame. "If that's the competition, there is no competition," Forcier said.

# Results

SaaS Alerts has helped AtNetPlus:

**Secure Their Customers' SaaS**
Recently, SaaS Alerts sent a system compliance alert that one of their customers was sending mass emails. Sure enough, a user was compromised. Thanks to SaaS Alerts, Forcier was able to quarantine the account right away — so fast, in fact, that the issue was resolved before the customer had a chance to call their help desk.

**Keep Up To Date With Cybersecurity Trends**
Forcier participates in the weekly Saa$y MSP Community calls with the SaaS Alerts team to go over new services and feature requests. Nick appreciates being able to share what will make his business — and his customers — safer. He also enjoys learning about the latest threat vectors and how to mitigate them from industry professionals.

**Win More Business**
Sharing data from SaaS Alerts on prospecting calls helps potential customers see what's happening in their environment. Often, they're unaware that files have been shared outside their organization or credentials have been potentially compromised. If the prospect already works with an MSP, SaaS Alerts gives Forcier a leg up on the competition.

> **"A lot of the MSPs that we compete with don't use a tool like this. SaaS Alerts helps us wow our customers. It helps sell our offering and generate more revenue."**
>
> *— Nick Forcier, AtNetPlus*

**Demonstrate Value to Customers**
During quarterly business reviews, Nick will share the customer's SaaS Alerts cybersecurity assessment report. It not only gives a good overview of their SaaS platforms — it also shows how Nick was able to detect compromises before they became a bigger problem.

**Save Time**
SaaS Alerts shows Nick and his team exactly what's happening, where the potential incident originated and what actions should be taken to remedy the issue. It would take someone at the help desk hours to figure this out.

**Feel More Secure**
The best part of using SaaS Alerts is knowing that AtNetPlus — and its customers — are safer and more secure.

> **"We use a password manager, which is like the keys to the castle. We have that locked down using SaaS Alerts. We know right away if it's being logged into or data is exported. SaaS Alerts makes us a safer company."**
>
> *— Nick Forcier, AtNetPlus*