As an MSP, signing new clients can be tough. But it gets a lot easier when you're armed with cold, hard proof that your services are necessary and valuable.

Just ask Cody Brandow, Security Engineer at Heartland Business Systems (HBS).

For weeks, he had courted a massive school district with more than 7,000 end users. During a demo, he connected the district's environment to SaaS Alerts to gather data on potential vulnerabilities.

He quickly found several reasons why the district needed his team's services — *ASAP*.

First, Cody noticed an account at the district's Central Office had been compromised. The bad actor then used that access to hack into the district's Square account, used by concession workers to accept payments for hot dogs and Cokes at sporting events.

About $6,000 had been rerouted into an unapproved bank account — which was a big enough deal on its own. (That's a lot of hot dogs!)

But SaaS Alerts also showed Cody how long the account had been compromised. The bad actor had been in there for months — and had accessed several important files.

Now, this was a financial *and* data theft situation.

"We took care of containing the incident and shutting down the account. Then we used SaaS Alerts' reports to provide evidence to the district's forensics investigator."

– Cody Brandow, Security Engineer at HBS

The district was grateful to Cody for identifying the breach, helping them avoid future financial losses and protecting critical district data.

So grateful, in fact, that they signed with Cody almost immediately — and are now his largest account.

"When SaaS Alerts identified financial theft and a breach at Central Office, it immediately convinced the district they needed to hire us, stat."

– Cody Brandow, Security Engineer at HBS

It's a win-win: The district now has 24/7 monitoring capabilities to identify breaches and cover their SaaS. And Cody identified a new — and *very lucrative* — stream of MRR for his business.

SaaS Alerts®
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