

# NexPT CLIENT CASE STUDY

## Expim Grows Their Business With NexPT by Offering PT Services to Their Clients



### Company Name

Expim Ltd.

### Industry

Technology, Cloud, Services

### Size

20 Employees

### Product(s)

- NOC Services
- Cyber Security
- Managed service of private and public Cloud
- Backup and disaster recovery
- Networking and Integration

### Location

Tel Aviv, Israel

### SUMMARY

As a cloud service provider, it is our responsibility to deliver stable, secure web applications to our customers. With NexPT, we managed to reduce costs and increase productivity at the same time. Not only that, but we were able to evolve as a business and generate additional revenue streams by offering our customers PT services, which we were not focussing on before. NexPT made it easy, and profitable, for us to enhance our services portfolio.

Ofir Hadad, CO-CEO & CTO of Expim

### THE CHALLENGES

- Enhancing our services portfolio with application security testing
- A large number of clients and applications to support and perform Penetration Testing for
- Getting accurate results fast, requires hiring and training a sufficiently large team of security experts
- Security testing cloud-based multiservices and dynamic applications
- Managing reports and findings (i.e fast generation, retesting features, etc.)
- Reducing costs and increasing profit margins

### THE SOLUTION

Because NexPT is a SaaS solutions and requires minimal training, it provided us with instant value. enhancing our security testing services that we offer our clients

As many of our clients use modern, dynamic applications, NexPT is the only solution that can automate penetration testing on such applications, saving us a lot of time and helping us grow our business

The reports generated by NexPT are clear, concise and without false-positives making it easy for us to show our clients that their applications were tested very thoroughly and saving us precious time on explanations and convincing.



### **Company Overview**

Expim is an experienced company with more than a decade of providing cloud management services under its belt, and is well known for its personalized service, availability and rapid response, a necessity in this business. Expim has a steady staff of highly trained professionals that specialize in the web world.

As a dynamic company Expim has significant advantages on the technology front, offering advanced cloud services, expertise in managed services and cyber security technologies.

### **IMPACT ON THE BUSINESS**

NexPT is unlike any other Penetration Testing platforms we have ever tried. The ease of use and lack of integration, provided us with an instant value for our business. We were able to start offering our clients Penetration Testing services immediately, increasing our security services and bringing our clients an even more complete offer.

The flexible pay-per-use pricing models for NexPT really made it easy to control the pace of our offered PT services and scale-up our costs with the demand from our clients.

### **ON THE HORIZON**

We pride ourselves on the quality of our services and we aim to bring the highest security standards for our customers. By using a solution like NexPT to bring additional value to our customers, we will further differentiate ourselves from other cloud services providers, with our outstanding quality of services.

Using NexPT, we plan to continue growing our Penetration Testing services, as well as our business. And since we serve hundreds of customers, some of which have small applications whilst others have a multitude of complex applications, NexPT will make it easy and profitable for us to provide these services without compromising on quality.