



method of attracting and retaining cybersecurity professionals.

- Is the MSSP customer focused? Your service provider should be familiar with your business. Does the MSSP have an established healthcare client base and/or employ staff with significant experience in the healthcare field? Currently, there are only a few mega-sized MSSPs that can handle several large customers at once spanning multiple verticals and sizes, and even then, they may be too big to give you that personal, responsive touch.

- Does the MSSP have proven expertise? Be wary of MSSPs that claim they can do it all but can't back it up with proven past performance. Ask for examples of organisations they have protected. Do they have experience in building security teams and performing the types of services you need?

Source: [Infosecurity Magazine](#)

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