

CANADIAN MANAGED SECURITY SERVICES

MARKET REPORT



2020 EDITION

NBI / MICHAEL SONE
ASSOCIATES INC.

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About This Report

NBI/Michael Sone Associates' **Canadian Managed Security Services Market Report, 2020 Edition**, is our third dedicated study of the subject.

Across nearly all industries, public and private sector organizations are aggressively continuing their efforts to migrate the majority of their activities online and to the cloud. While networking and connectivity innovations are a boon for overall business efficiency, advanced technology adoption has led to a rise in susceptibility to malicious activity. Companies are becoming more reliant on complex networking ecosystems that include many access points and devices, ultimately increasing the attack surface. Furthermore, as organizations continue to generate and store more data, the potential ramifications of successful security breaches are increasingly catastrophic.

As cybersecurity threats and breaches become more inevitable, advanced, and destructive, the costs and complexities involved in maintaining adequate organizational security have greatly increased. To ensure adequate protection for organizational ecosystems, countermeasures must stay steps ahead of malicious capabilities. The need for businesses to maintain security processes and infrastructures that are always up-to-date is the primary, overarching driver of managed security services (MSS) in Canada and globally.

In Canada, where the business landscape is dominated by small- and medium-sized businesses (SMB), the need for managed security is underscored. SMBs are often resource strained, and the financial and temporal costs of maintaining adequate in-house security can be prohibitively burdensome for these kinds of companies. Organizations that are unable to afford adequate security but are sizeable or attractive enough to provide attack incentive for malicious actors, will find themselves highly vulnerable. A single, truly disruptive attack could prove fatal for

In Canada, the sub-offerings of managed security suites tend to be relatively consistent throughout the space. Managed network, firewall, endpoint, and intrusion detection/prevention services are all hallmark features of MSS in Canada. Security information and event

management (SIEM) and managed detection and response (MDR) services are also highly prevalent, with the later becoming increasingly visible throughout the market. (While MDR is often considered distinct from MSS, within this report we use MSS to encompass all security services that have a managed component.)

The report is divided into two main sections. The Market Overview explores trends in and drivers of the Canadian cybersecurity and managed security services industry, delving into the sector's competitive forces, service developments, and prominent technologies/solutions. The analysis, of course, is undertaken in light of the COVID-19 pandemic and how it has transformed market and work conditions, all of which ripples through the dynamics of providing managed security services. The second section assesses the managed security services, developments, go-to-market approaches and strategies of 10 providers. While the list is not exhaustive, we believe these companies have interesting offerings that warrant their inclusion. We have also noted companies that we think will merit profiles in future editions. For each profiled provider, we have included revenue estimates for 2019, 2020, and 2021.