

Case Study

Airius Builds Trust with Checkmarx' MSSP Program

Industry

Professional Services

Location

Connecticut, United States




Checkmarx Solutions

- Checkmarx One
- Checkmarx AWS Cloud

Checkmarx Services

Managed Security Service Provider (MSSP)

Key Takeaways

-  Received advanced AppSec testing at competitive pricing
-  Integrated solutions into existing portfolios with ease
-  Built both customer and developer trust

The Need

Get valuable training, ongoing support, and expertise to build trust

With more than two decades of experience managing risk, vulnerabilities, and threats, Airius has helped develop core technologies that make organizations more secure. In its experience, organizations often don't know the security issues that they are facing and how to manage them.

In the past, Airius tried out multiple application security solutions, but found them all to be lacking. When Checkmarx introduced their Managed Security Service Provider (MSSP) training and certification program, Airius decided to take advantage of the opportunity.

Airius found that Checkmarx's MSSP program offers valuable training, ongoing support, and the expertise to build trust with customers and their teams. It is designed to rapidly and seamlessly integrate solutions directly into existing security services.

Checkmarx' approach was preferred by Airius. According to Ernest M. Park, CISO and Managing Partner at Airius, unlike Checkmarx, "competitors either don't manage variable use cases, have unusual implementation requirements, or require adding capabilities from separate portfolio tools which are not well integrated."

The Solution

Receive advanced AppSec without complex pricing

Working closely with Airius, the Checkmarx team provided advanced application security testing without the worry about complex pricing and mismanaged integration.

The Checkmarx MSSP program also offers:

↳ **Contributory tier status**

Current partners can move from reseller to MSSP status faster.

↳ **Volume-based discounts**

Partners benefit from deeper discounts as they grow with Checkmarx.

↳ **Supplemented training**

Partners can upgrade their skill set with bespoke training and solution briefings.

Checkmarx MSSP partners have the ability to launch scans at the source code level, perform software composition analysis, detect supply-chain threats, secure APIs, analyze infrastructure as code, and help secure containers — all from a single platform. They are also given visibility into the root cause and origins of coding errors, accelerating remediation and reducing customer risk.



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Ernest M. Park

CISO, Managing Partner at Airius

The Results

Airius received an advanced application security program at competitive pricing. In addition, they were able to seamlessly integrate solutions into existing software to help increase both customer and team trust.

As an MSSP program partner, they also received:

▾ Partner access

Receive benefit of supplemented training, technical support, and materials. This allows partners to develop customer offerings by bundling Checkmarx products with their value-add to create higher-value service offerings. maturity, Cdiscount gained added confidence that it's providing the safest and highest quality services to its customers.

▾ Deployment flexibility

Deploy wherever needed with Checkmarx deployment options. Starting with Checkmarx AWS Cloud.

▾ Pay-as-you-grow

Offering a scalable pricing framework to MSSPs, the Checkmarx rental pricing model also provides volume-based discounts for higher margins.

Discover how

Checkmarx One can help your organization

[Get a Free Demo ↗](#)

Checkmarx

Checkmarx is the leader in application security and ensures that enterprises worldwide can secure their application development from code to cloud. Our consolidated platform and services address the needs of enterprises by improving security and reducing TCO, while simultaneously building trust between AppSec, developers, and CISOs. At Checkmarx, we believe it's not just about finding risk, but remediating it across the entire application footprint and software supply chain with one seamless process for all relevant stakeholders.

We are honored to serve more than 1,800 customers, which includes 40 percent of all Fortune 100 companies including Siemens, Airbus, Salesforce, Stellantis, Adidas, Walmart and Sanofi.