Timus SASE Unveiled: Architecting Success for Channel Partners

timus
ZERO TRUST NETWORK PROTECTION

INTRODUCTION

Secure Access Service Edge (SASE) is a comprehensive framework that combines various networking and security functions into a single, integrated cloud service. This approach seeks to provide a secure and fast network connectivity and access control to resources regardless of location, supporting the needs of organizations with a hybrid workforce.

In the domain of small to medium-sized enterprises (SMEs), SASE converges functions like Zero Trust Network Access (ZTNA), cloud firewall-as-a-service (FWaaS), secure web gateways (SWG), and more under one umbrella. Like enterprises, an SME can protect its assets, sensitive data, business SaaS apps, and remote employees utilizing SASE via streamlined management that significantly reduces complexity. In the US, up to 90% of SMEs work with a Managed Service Provider (MSP) for deployment, operations, monitoring, and issue resolution of their IT and cybersecurity stack. Thus, any SASE solution aimed at protecting SMEs from bad actors has to consider key pillars that are important to MSPs for successful deployment.

Up to 90% of US SMEs rely on MSPs for IT and cybersecurity management.

Timus SASE, a robust solution purpose-developed to protect SME businesses and their employees, is built from the ground up for going to market through the MSP channel. Let's explore what this means.

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THE TEN PILLARS FOR MSPs

While making a vendor decision to add to their IT and Security stack, MSPs look for solutions that can fit into their streamlined operations, easily layer into their existing stack, and reduce overhead. The Timus SASE platform was built from the ground up for MSPs, meaning we have considered the ten pillars that are important to MSPs in our platform design:



1 Multi-Tenant Capabilities

As a part of our SASE solution, the Timus Partner Portal supports multi-tenancy, allowing MSPs to manage multiple clients through a single pane of glass. This is crucial for MSPs as it simplifies management, reduces operational complexity, and makes it easier to scale services across multiple customers. Many enterprise-grade tools are not built for multi-tenancy—instead, they're optimized to serve the needs of a single, large enterprise.

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MSPs called Timus "Apple-easy"

2 Ease of Use and Deployment

MSPs often operate with limited staff and tight schedules. A solution that is easy to deploy, configure, and manage can be a game-changer. Timus carefully incorporated concepts such as a user-friendly interface, simple integration processes, and straightforward maintenance procedures into its overall solution design, resulting in one of the MSP Partners calling Timus "Apple-easy".

3 Automation Features

As MSPs deal with many clients simultaneously, automation in tasks such as updates, threat detection, response actions, and report generation is critical to their day-to-day operations and success. Automation helps reduce the workload on MSP staff and enables them to focus on more vital tasks. The Timus SASE platform has many automation capabilities, including silent pushes of the Timus client, updates, and automated actionable reporting.

4 Comprehensive Monitoring and Reporting

MSPs must constantly monitor their clients' environments to ensure security. Through its always-on Connect agent and Cloud Firewall, which acts as a single point of entry for all users, devices, and traffic, Timus has deep visibility into all network activities. The platform provides comprehensive tools that give a clear overview of all client networks and their activities. Detailed and customizable reporting capabilities are also part of Timus SASE to help attain and maintain compliance for regulated industries.

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5 Scalability

As MSPs acquire new clients, they need solutions that scale effortlessly. Timus is built to scale up easily via its global cloud infrastructure in terms of performance and features without significant upgrades or changes in the infrastructure.



6 Competitive Pricing and Licensing

Pricing and business model are critical factors for MSPs. The Timus GTM model is built to be simple and competitive, offering month-to-month or annual subscription models with volume discounts on high-volume deployments.

7 Strong Support and Training

MSPs require excellent ongoing support and training to troubleshoot and manage the solution effectively. Timus offers white-glove support and onboarding. It also provides comprehensive training materials and regular updates to its MSP partners. Timus is known in the industry for its exceptional partner support that goes above and beyond regular expectations.

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8 Security and Compliance

Any security solution offered by an MSP to its clients, many of them in highly regulated industries, must adhere to the highest security standards and help MSPs meet various compliance requirements. Timus is both SOC 2 Type 2 and ISO 27001 compliant, making it easy for MSPs to become and remain compliant themselves. Please refer to the Timus white papers on SOC 2 compliance and ISO 27001 compliance to learn more.

9 Integration Capabilities

MSPs must have tools that seamlessly integrate with other tools and platforms in their technology stack. Timus comes pre-integrated with many of the tools MSPs regularly use in their operations: Identity Providers such as Microsoft EntraID, Okta, or Google Workspace, messaging tools such as Slack or Telegram, and Google Sheets, among others. The ConnectWise PSA tool integration is coming in the second half of this year.

Microsoft Entra okta Google Workspace slack Google Sheets

10 Compatibility with Other Tools

Timus SASE was built on a layered security approach, meaning that MSPs can easily layer it into their bundle with other security tools such as authenticator apps, endpoint protection platforms, on-premise firewalls, and others. Timus SASE works seamlessly with many of the tools on the field and can create site-to-site connectivity between other security tools, such as on-prem HW firewalls.



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SUMMARY

In summary, Timus SASE is carefully engineered for the MSP channel, integrating ten foundational pillars to cater to their operational and strategic needs. It facilitates multi-tenancy, allowing streamlined management of multiple clients through a single portal. It incorporates extensive automation for critical tasks like updates and threat detection, significantly easing MSP workloads. The platform also delivers exhaustive monitoring and detailed reporting, essential for maintaining robust security and compliance standards. Designed for scalability, Timus SASE effortlessly accommodates growth without necessitating major infrastructure overhauls, supported by competitive pricing, flexible licensing, and exceptional partner support. It ensures rigorous security adherence, meeting high industry standards such as SOC 2 Type 2 and ISO 27001. Additionally, Timus SASE boasts extensive integration capabilities, making it a versatile and indispensable tool in any MSP's arsenal.

If you'd like to learn more and see Timus SASE in action, schedule a demo meeting with one of our experts.

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About Timus

Timus Networks simplifies network security and access for SMBs and mid-market enterprises helping to significantly reduce business risks and bolster compliance. Our premier product, Timus SASE, transforms complex setups involving multiple tools into a single, unified solution that secures networks and safeguards users, regardless of their location or device.

Developed by firewall experts with decades of cybersecurity experience, Timus SASE is purpose-built for the MSP/MSSP Channel. It offers simplicity and rapid deployment, with installation in under 30 minutes.