



## ABOUT

Founded in 2012, Nebula IT Nebula IT is an established managed service provider that offers business IT, cybersecurity and communication support services to businesses throughout England and Wales.

## HEADQUARTERS

Bristol, UK

## EMPLOYEES

10

## REVENUE

£1.5 million

## BUSINESSES SUPPORTED

200+

## "MESH SAVES US TIME AND MONEY EVERY SINGLE MONTH"

- Chris Pottrell, Managing Director @ Nebula IT



### OVERVIEW

Nebula IT always keep tabs on new, innovative technologies that can better serve their clients and give them a competitive edge.

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*We've a responsibility to our clients to continually evaluate and source the best products, especially when it comes to security.*

### OBJECTIVE

Despite being content with their previous email security solution, Nebula IT recognised they couldn't stand still - they needed to stay ahead of the curve. Chris explained...

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*Our old solution did a decent job and we were relatively happy with it, but we're always looking for ways to improve. Where we can, we look to use solutions designed for MSPs, which is why we became interested in Mesh.*

## EVALUATION

Nebula IT engaged with Mesh to get access to an NFR account, which allowed them to run Mesh on their own domain for a number of weeks.



*Getting started was incredibly easy, it took us 15 minutes from start to finish to get our own domain on trial. Straight away our internal staff were commenting how clean and modern Mesh's quarantine digests were, and I could see it was catching emails impersonating me, that were targeting our finance team.*

## RESULTS



### 75% MORE EFFICIENT

Mesh helped Nebula streamline their response to email-related tickets. They now spend 2 hours (avg) each month, down from 8 hours with their previous provider.



### ENHANCED DETECTION

Nebula observed a noticeable improvement in email detection, specifically Business Email Compromise and spear-phishing which often bypassed their old solution.



### ADDED NEW CUSTOMERS

Nebula received brandable, customer-facing marketing content enabling them to upsell email security to new clients, resulting in an increase to their revenue from cybersecurity.

## TIME SPENT ON EMAIL RELATED TICKETS REDUCED BY 75% PER MONTH THANKS TO CENTRAL VISIBILITY AND SIMPLIFIED WORKFLOWS

Like many MSPs, Nebula IT are focused on ways to improve their efficiency and grow their revenue from cybersecurity. Mesh enabled them to do both, as Chris described...



*The ability to manage everything centrally from partner level makes our job so much easier - we can make changes for all clients in one go. The detection accuracy is excellent and for the price point, it's a no-brainer. It saves us time and money every single month."*



- Chris Pottrell, Managing Director



Learn more at  
[www.meshsecurity.io](http://www.meshsecurity.io)

