NETWORK DETECTIVE PRO

The MSP Risk Assessment Checklist That Can Turn Blind Spots Into Business Wins

As IT environments grow more complex and cyberthreats grow more sophisticated, businesses are turning to IT professionals like you to help them stay out of trouble.

Don't miss this golden opportunity to grow your managed service provider (MSP) business by providing greater value, strengthening client relationships and driving recurring revenue with fast, comprehensive IT risk assessments using Network Detective Pro and audIT,

This powerhouse duo puts everything you need at your fingertips to quickly unearth hidden vulnerabilities and highlight them in easy-to-understand reports that drive decision-makers to action.

Ready to see how it's done?

Let's get started.

Assess, align and act: What every IT risk assessment must include

A smart risk assessment is the key to uncovering your clients' hidden risks, opening the door to meaningful security conversations that build profitable, long-term client partnerships. Optimize your assessments by:

- ☐ **Automating deep discovery:** Use Network Detective Pro to scan cloud, on-prem and remote endpoints. It's fast, secure and comprehensive.
- ☐ **Aligning assessments with business cycles:** Custom tailor a scan schedule at any interval to meet each client's unique needs and capture the data you need to track environmental changes and risk trends.
- ☐ **Centralizing data collection:** Gain visibility into risks like configuration errors, shadow IT, unusual usage patterns and compliance gaps from a single centralized dashboard.
- ☐ **Prioritizing remediation:** Quickly focus on what matters most with built-in risk scoring and categorizations.
- ☐ **Using audIT for impressive presentations:** Translate your findings into visually engaging, non-technical reports that fuel sales and strategic decisions.

Transform data into business impact with Network Detective Pro + audIT

The Network Detective Pro + audIT integration helps you automatically transform raw data into captivating presentations your clients will understand and act on. Are you getting the most from this powerful combo? Here's how to turn insights into income.

- ☐ Use audIT to automatically generate attractive, actionable reports that spotlight business risks, not just technical specs.
- ☐ Present data in plain language with visuals and summaries that speak to non-technical decision-makers.
- ☐ Give clients readable reports that detail exactly where action is needed and what happens if nothing is done.
- ☐ Leverage each report's built-in format to present your services as logical next steps.
- ☐ Build repeatable sales and budget conversations into every client's lifecycle.

Learn more about the benefits of the Network Detective Pro+ audIT integration.

Transform your clients' inefficiencies into sales opportunities

A thorough assessment does more than reveal risks — it also exposes opportunities for you to harden your clients' security while growing your revenue. Use these questions to pinpoint weaknesses you can fix before they turn into expensive issues.

- [ ] Do outdated, unsupported or underused devices need to be replaced or optimized?
- [ ] Could unused software licenses, unpatched systems or idle resources be draining budgets?
- [ ] Can cybercriminals slip in through encryption gaps, misconfigured backups and unauthorized access points?
- [ ] Are there hybrid setups that are misaligned with baseline configurations and best practices?
- [ ] Is there a chance that policy violations could trigger compliance issues or audits?

Don't leave money on the table by overlooking unexpected vulnerabilities

Keep this quick reference guide to security gaps that can fly under the radar at your fingertips to ensure that you're leaving no stone unturned.

Category	What to check
Device health & lifecycle	• Aging assets • Unsupported hardware • End-of-life systems
Patch & vulnerability management	• Missing OS patches • Legacy systems • Weak protocols
Cloud & remote access security	• Remote access policies • Exposed ports • Weak encryption
User behavior & permissions	• Shared accounts • Weak password policies • Inactive users
Application security	• Unpatched third-party applications • Insecure services
Compliance & backup readiness	• Encryption standards • Backup frequency • Policy enforcement

5 tips to monetize your assessment findings every month

The unbeatable combination of Network Detective Pro's clear data summaries and audIT's impactful visuals makes it easy to deliver reports that drive action. Apply these five proven strategies to turn every IT risk assessment into a revenue-generating opportunity.

Bundle assessments into monthly services or quarterly business reviews (QBRs) to reinforce value and deepen client relationships.

Demonstrate your commitment to providing personalized service for every client's unique business needs with audIT's customizable reports.

Track your clients' risks and progress toward remediating them over time using repeat scans and trend-based reporting.

Focus on data-driven decision making to lobby for budget increases or service upgrades.

Position your MSP business as a trusted strategic advisor, not a help desk or break-fix provider.

Ready to start turning risk assessments into recurring revenue?

Don't just identify risks — capitalize on them with Network Detective Pro + audIT.

Watch on-demand webinar

See Network Detective Pro in action

Learn about audIT integration benefits