



# Nuspire partners with NetSPI to safeguard customer trust



## Nuspire's journey with NetSPI

Customer experience and innovation are always top of mind for Nuspire's Chief Executive Officer Lewie Dunsworth. As a managed security services provider, it is critical for Nuspire to be proactive with its security measures to result in the best protection for its own customers.

Lewie has nearly two decades of experience as both a consumer and provider of cybersecurity services, so when it came time to select a proactive security partner to help test Nuspire's defenses, the decision was easy. "I've consumed a lot of proactive security type services from different providers. You begin to realize what good looks like, and one of the things that I've always recognized with NetSPI is the quality of the work, the consistency. It's knowing that when they are finished with an engagement, that we have actionable insights on our security controls," Lewie reflected.

Having "grown up" in the cybersecurity field together, Lewie also has a high degree of trust in NetSPI's leadership and human expertise. He shared, "I know that the way that they think, the way that they operate, and know they are always going to bring in the top talent. One of the things I always tend to do is focus on the talent a provider has, and in this case, NetSPI has talent in spades."

Lewie and his team have worked with NetSPI over the past few years to conduct penetration tests, social engineering engagements, and red team engagements.

## Why Nuspire and NetSPI make a successful pairing

- **Process improvement:** "My life has been made easier by working with NetSPI because I know where the gaps are within our security controls." Lewie elaborated, "Part of the challenge of running a business that provides services to our clients is always making sure you have the effective controls in place that protect not only our business but our clients. We're consistently testing our environment to make sure that not only are we finding things that are new, but it helps us do better change management and understand where we can improve our processes and procedures."

**NetSPI solutions**  
**Penetration Testing as a Service (PTaaS), Red Team, Social Engineering**

**Industry**  
**Cybersecurity**

**Employee count**  
**201-500**

**Headquarters**  
**Michigan, United States**

**Website**  
**[www.nuspire.com](http://www.nuspire.com)**

- **Cost savings:** As a result of working with NetSPI, Nuspire has met several compliance requirements and reduced some of the external costs of running its security program. Lewie detailed, "When we renewed our cyber insurance policy this year, we actually saw a reduction of 12% in our premium costs, and were able to remove our ransomware sublimit, based upon a lot of the work that we'd done over the past 12 months. So, leveraging a partner with NetSPI only feeds into our ability to show credibility with cyber insurers."
- **An enhanced Nuspire customer experience:** "Whenever a customer comes to us with a specific proactive security need, we provide NetSPI's services as part of our portfolio as well," Lewie explained.

## Considering working with NetSPI? Here's what Lewie would tell you:

**"At the end of the day, when you sit down with them, you recognize at the very front edge of the process that you're dealing with professionals. They've been there done that, they know what they're doing. You're going to get the results and the outcomes that you expect. You're going to have a partner that is going to move at your speed of business. So, when thinking about NetSPI, give them a shot, you won't be disappointed."**

### You deserve The NetSPI Advantage



250+ In-house security experts



Intelligent process



Advanced technology

### Your proactive security partner

NetSPI is the proactive security solution used to discover, prioritize, and remediate security vulnerabilities of the highest importance. NetSPI helps its customers protect what matters most by leveraging dedicated security experts and advanced technology, including Penetration Testing as a Service (PTaaS), Attack Surface Management (ASM), and Breach and Attack Simulation (BAS).