

Cybersecurity Readiness Checklist for MSPs

Use this checklist to assess your cybersecurity offerings, ensure client trust, and identify emerging growth opportunities.

Core Offer Evaluation

- ☐ Audit your current threat detection and response offerings like MDR, EDR, and XDR.
- ☐ Measure and benchmark your mean time to response.
- ☐ Align your stack to common security and data privacy compliance frameworks like HIPAA, PCI, and CCPA.
- ☐ Ensure that clients are protected across all endpoints and locations.
- ☐ Provide tools to classify and protect client data.
- ☐ Offer phishing simulations and cybersecurity awareness training for your clients' users.
- ☐ Be prepared to build dedicated enclaves for clients that align with the latest Cybersecurity Maturity Model Certification (CMMC) requirements.
- ☐ Stay current on cyber insurance vendors and trends, and help customers adopt security controls and policies that may lower their premiums.

Policy & Architecture

- ☐ Ensure your customers have unified security policies.
- ☐ Help clients create policies that support audit trails, explainability, and governance controls around AI use.
- ☐ Consider offering multi-tenant policy management.
- ☐ Encourage customers to implement zero trust policies with least privilege access to protect sensitive data.

Incident Readiness

- ☐ Offer threat detection, response, and remediation from a 24/7 SOC team.
- ☐ Regularly test response protocols with clients.
- ☐ Ensure all alerts are visible to you and the end-user.
- ☐ Implement and test data backup and recovery systems.
- ☐ Conduct routine security assessments and penetration tests to remediate vulnerabilities.

Client Communication

- ☐ Be ready to explain MDR/EDR differences in plain terms.
- ☐ Offer packaged onboarding and education materials for clients.
- ☐ Proactively share security updates to mitigate threats.

Go-to-Market Readiness

- ☐ Upskill your sales team to confidently position turnkey cybersecurity solutions and services.
- ☐ Modernize your portfolio for next-gen AI readiness.
- ☐ Partner with vendors that provide AI-aware security or integrate AI risk management into broader cyber policies.
- ☐ Align your messaging by connecting with a cybersecurity strategist or partner.

Advance Your Cybersecurity Portfolio with Telarus

Telarus is your cybersecurity ally, with a deep provider portfolio and leading industry-certified engineers and solutions experts available on-demand. Lean on Telarus to identify service gaps, access the right suppliers, and position critical technologies to your clients.

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