



*Affordable Cutting Edge*

One Stop Shop for MSPs

# Our Concept



- **01** Founded by Engineers
- **02** Values (Flexibility, Trust, Effectiveness)
- **03** Solutions Oriented
- **04** Value Added Distributor
- **05** Method (Specialization, Improvement, Innovation)
- **06** Motto (Affordable Cutting Edge)

# It's Been a Long Journey for us

Serve with heart, no matter what

NSS was created by a group of enthusiasts in IT innovation with a primary focus in IT Integrated Solutions and Services.



JUNE  
2005

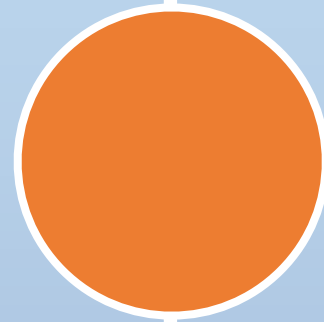
We started  
in a basement  
with 3 employees

DEC  
2005



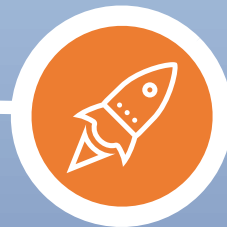
We reached 5  
in December

DEC  
2007



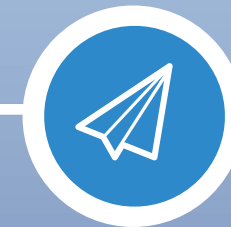
Moved to  
NEW OFFICES  
now being 8

JAN  
2008



Became a TRUE  
100% Value Added  
Distributor Selling  
ONLY Indirectly

MAR  
2008



Started our first  
EXPORTS in  
Cyprus

NOV  
2011



Became SOPHOS  
Distributor focused  
in the area of SE Europe



*Affordable Cutting Edge*

NOV  
2012



Decided to include  
Strategic Focus to  
Enterprise Market

MAR  
2014



Created our own Cloud  
Services for Security &  
Communications

NOV  
2015



Became multi vendor  
Authorized Training  
Center in East Europe

OCT  
2016



Started Adriatic  
Territory Market  
Development

# We Love our Work We Know our Job

Serve with heart, no matter what

NSS is a true Value-Added Distributor  
investing in KNOWLEDGE whereas  
stocking distributors invest in Inventory

We are an active TRAINING & SUPPORT  
Center officially for all our Vendors

MAY  
2017



Begun development of  
the MSP Market &  
Channel



NSS is a neutral & knowledgeable VAD  
in the area of **Southeast Europe**, working  
with all the important System Integrator  
Partners in **13 Different Countries**

# Our Added Value

## Design

Plan & Architect  
Turnkey Solutions



## Educate

Train the Reseller  
Workforce and create  
Field Engineers



## Implement

Integrated Technologies  
according to Customer  
Preferences

## Support

Maintain & Support  
Ongoing Operations



## Strategize

Provide Strategic  
Guidance & Advice



# Quality Management



## NSS Data Assurance Policy

NSS places a high level of importance in protecting the data of the company and its customers as well as ensuring the quality of service it provides, according to the standards of ISO 27001:2013 and ISO 9001:2008 respectively.

## NSS Quality Objectives

- ★ Absolute specialization in the fields of its business activity.
- ★ Continuous qualitative and quantitative improvement of the quality of products and services.
- ★ Modern and responsible treatment of all customers needs.



# Countries of Engagement

**3500**  
CUSTOMERS

**13**  
COUNTRIES

**200**  
RESELLERS

**62m**  
AUDIENCE



# Our Ever-growing Product Portfolio

SOPHOS

BeyondTrust

GlobalSign  
GMO INTERNET GROUP

LOGPOINT

EXAGRID

MailSPEC

Array

MAIL  
STORE

datto

Invicti

FORTRA

peplink

cherry

sealpath

PROXMOX

Jakarta

Malwarebytes



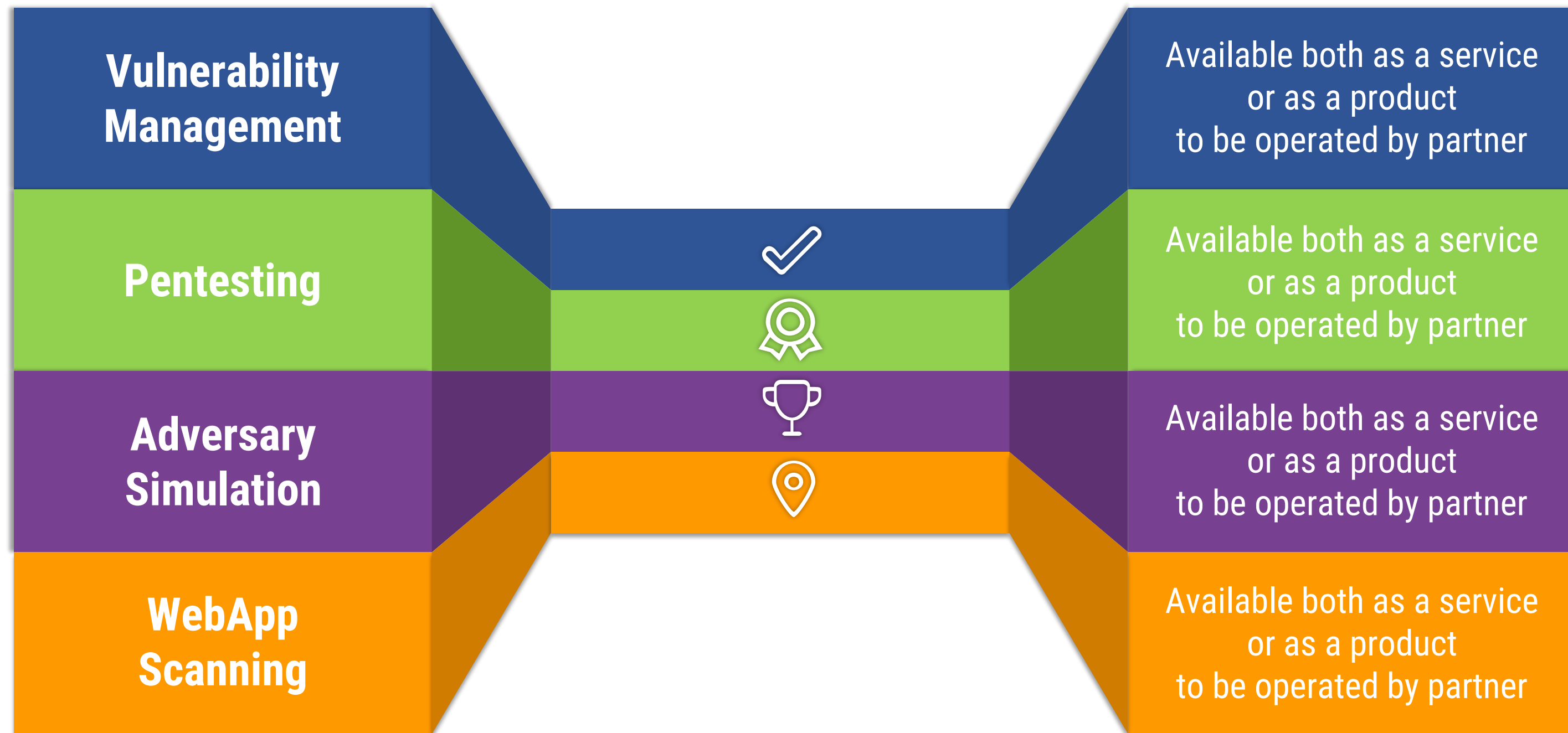
NSS products are  
always following the  
Affordable Cutting  
Edge principle

# Service Delivery Process



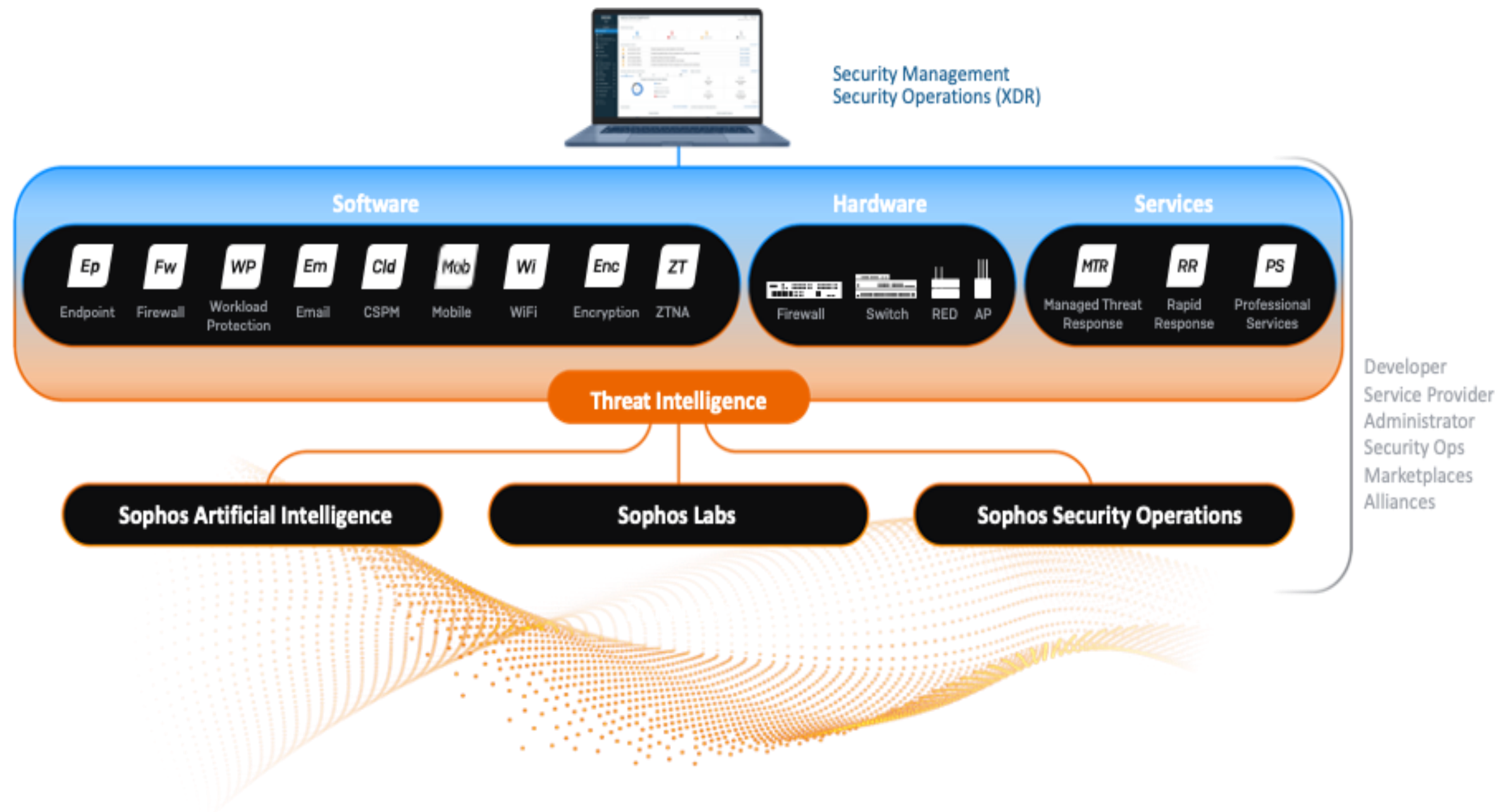
“We believe that Professional Services Quality is one of the most important aspects in successful business activities. We continuously try to leverage our partners’ skills by continuous training, so that they can deliver excellent field services and ensuring successful implementations at the same time”

# Infrastructure & Data Protection Services by NSS



These Services are ALWAYS delivered through our Resellers

# Synchronized Security



Sophos Security Products are working **Simple and** can be integrated, working together and being **Synchronized working together as One**

- ⦿ Unified Security concept for all solutions
- ⦿ Endpoint Security for Workstations & Servers
- ⦿ Data Encryption for Media, Net Shares, Cloud
- ⦿ Nextgen Web Security & Application Control
- ⦿ Email Security & Data Leakage Protection
- ⦿ Mobile Security for Phones & Tablets
- ⦿ Support for all Operating Systems
- ⦿ Synchronized Security and Analytics

# Sophos Adaptive Cybersecurity Ecosystem



 **Sophos Central**  
Security Management  
Security Operations (XDR)

## Software

**Ep** **Fw** **WP** **Em** **Cld** **Mob** **Wi** **Enc** **ZT**  
Endpoint Firewall Workload Protection Email CSPM Mobile Wi-Fi Encryption ZTNA

## Hardware

     
Firewall Switch RED AP

## Services

**MTR** **RR** **PS**  
Managed Threat Response Rapid Response Professional Services

## Threat Intelligence

Sophos Artificial Intelligence

Sophos Labs

Sophos Security Operations

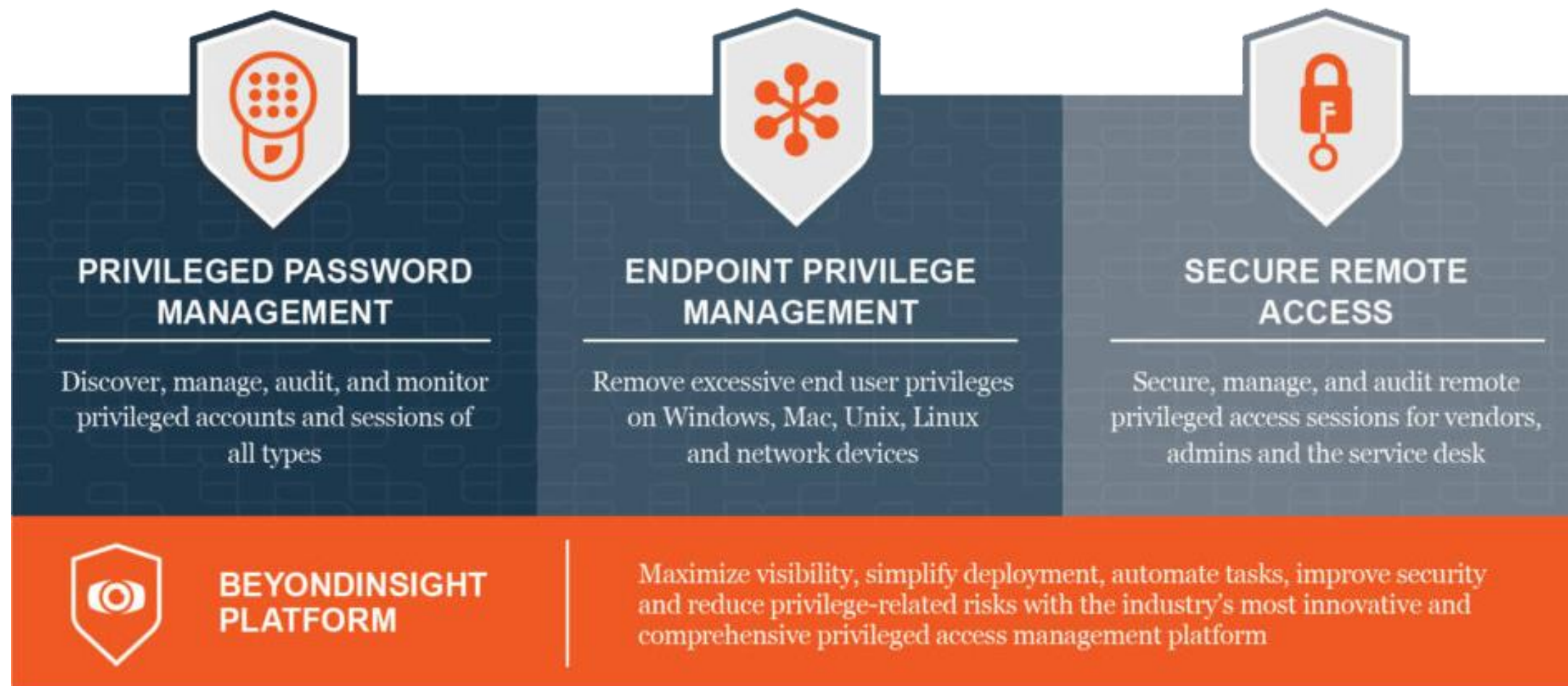
Data Lake

## Open APIs

Developer  
Service Provider  
Administrator  
Security Ops  
Marketplaces  
Alliances

# Privileged Account Security

DISCOVERY - THREAT ANALYTICS - REPORTING - CONNECTORS - CENTRAL POLICY & MANAGEMENT

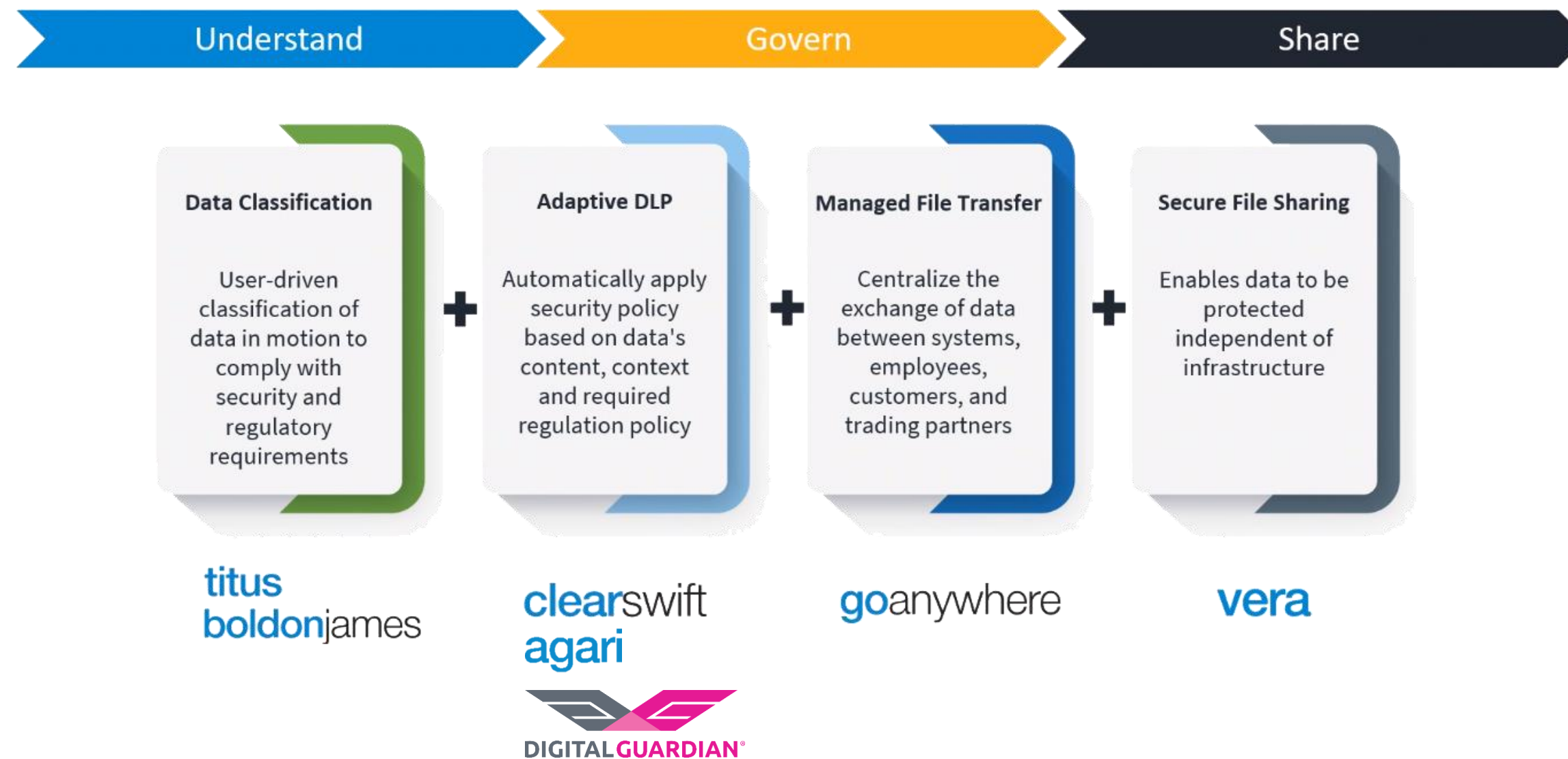


----- ON-PREMISE ----- CLOUD ----- HYBRID -----

BeyondTrust **Universal Privilege Management** provides security to every user, asset, and session across your enterprise

- ◎ Scan, identify and profile all assets and accounts, providing full session recording and real-time visibility into privileged user behavior
- ◎ Eliminate unnecessary privileges and elevate rights to Windows, Mac, Unix, Linux and network devices without hindering productivity
- ◎ Privileged Remote Access allows you to secure, manage, and audit vendor and internal remote privileged access without VPN

# Data Security Management

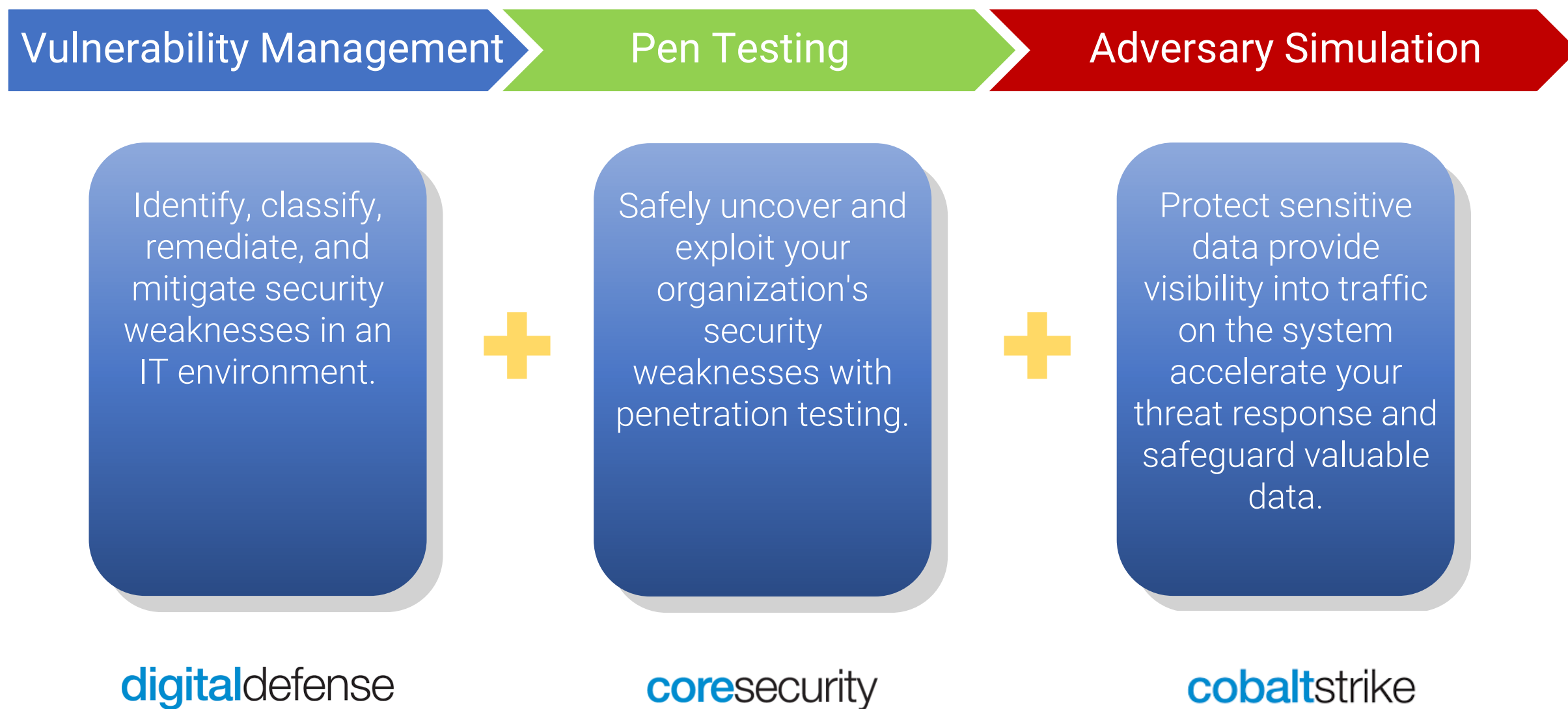


Fortra **Data Security Management** solutions can simplify and scale security, improving security controls by creating solutions to work for every modern company.

- ⦿ Improve Data Security across all organization
- ⦿ Enforce corporate security policy in all levels
- ⦿ Detect, Inspect and Secure critical data across Email, Web, and the Cloud.
- ⦿ Enable and automate Secure File Transfers
- ⦿ Demonstrate Regulatory Compliance
- ⦿ Empower users and transform company security culture

**FORTRA**

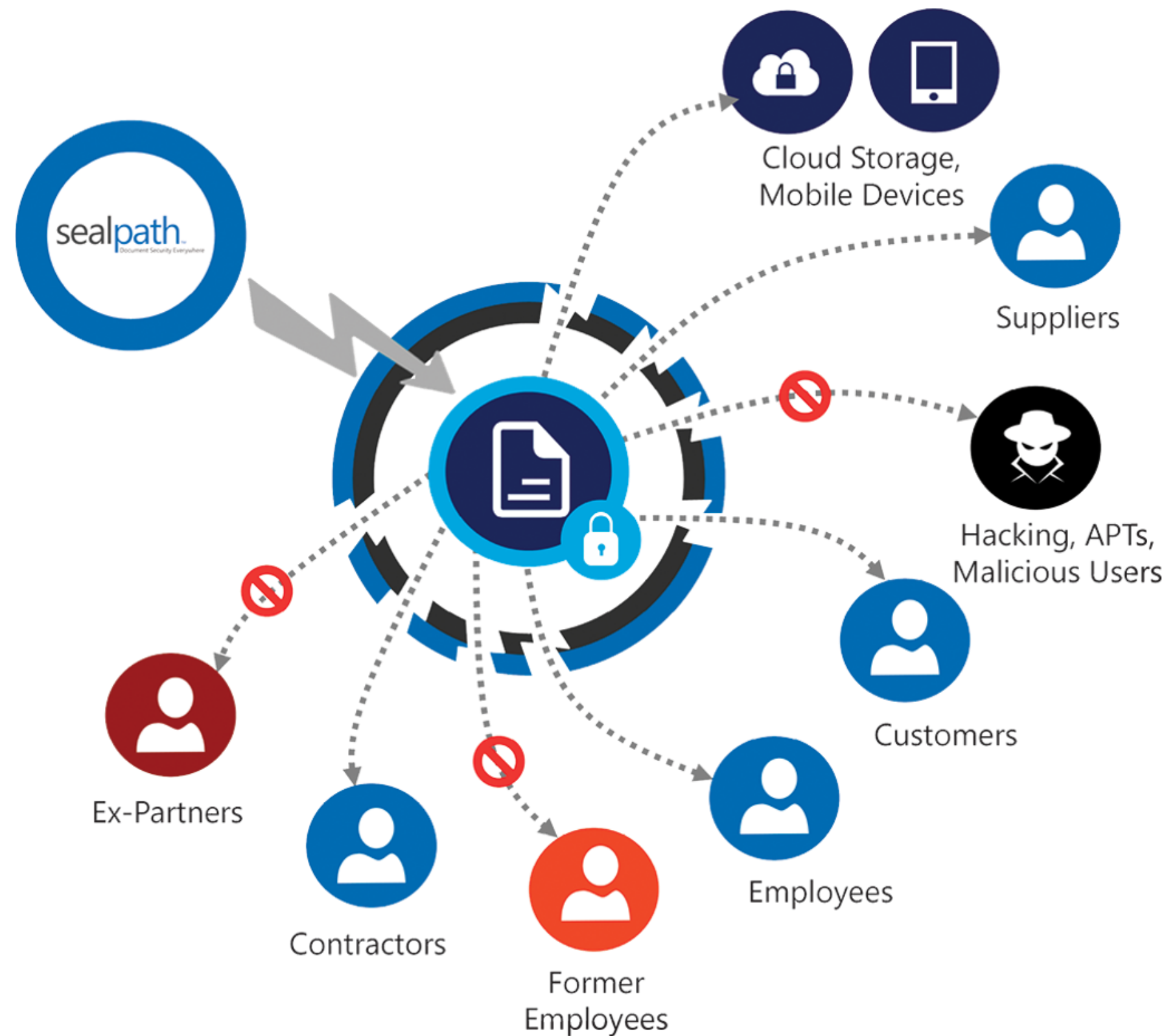
# Infrastructure Protection



Fortra offers robust **IT Infrastructure Protection** solutions that cover all of your security needs, aiming to reduce the risk of such attacks through countermeasures like:

- ⦿ Vulnerability Management
- ⦿ Penetration Testing
- ⦿ Red Teaming
- ⦿ Intrusion Prevention and Detection
- ⦿ Security Monitoring
- ⦿ Configuration Management

# Document Security



SealPath allows companies to **Protect its Critical Documents** wherever they are without high costs or complex technologies allowing them to be controlled

- ⦿ Protect critical and confidential documents
- ⦿ Distribution & Access monitoring of documents
- ⦿ Private data environment controlled globally
- ⦿ Modify restriction policies dynamically
- ⦿ Revoke access to the documents in real time, whenever & wherever they are

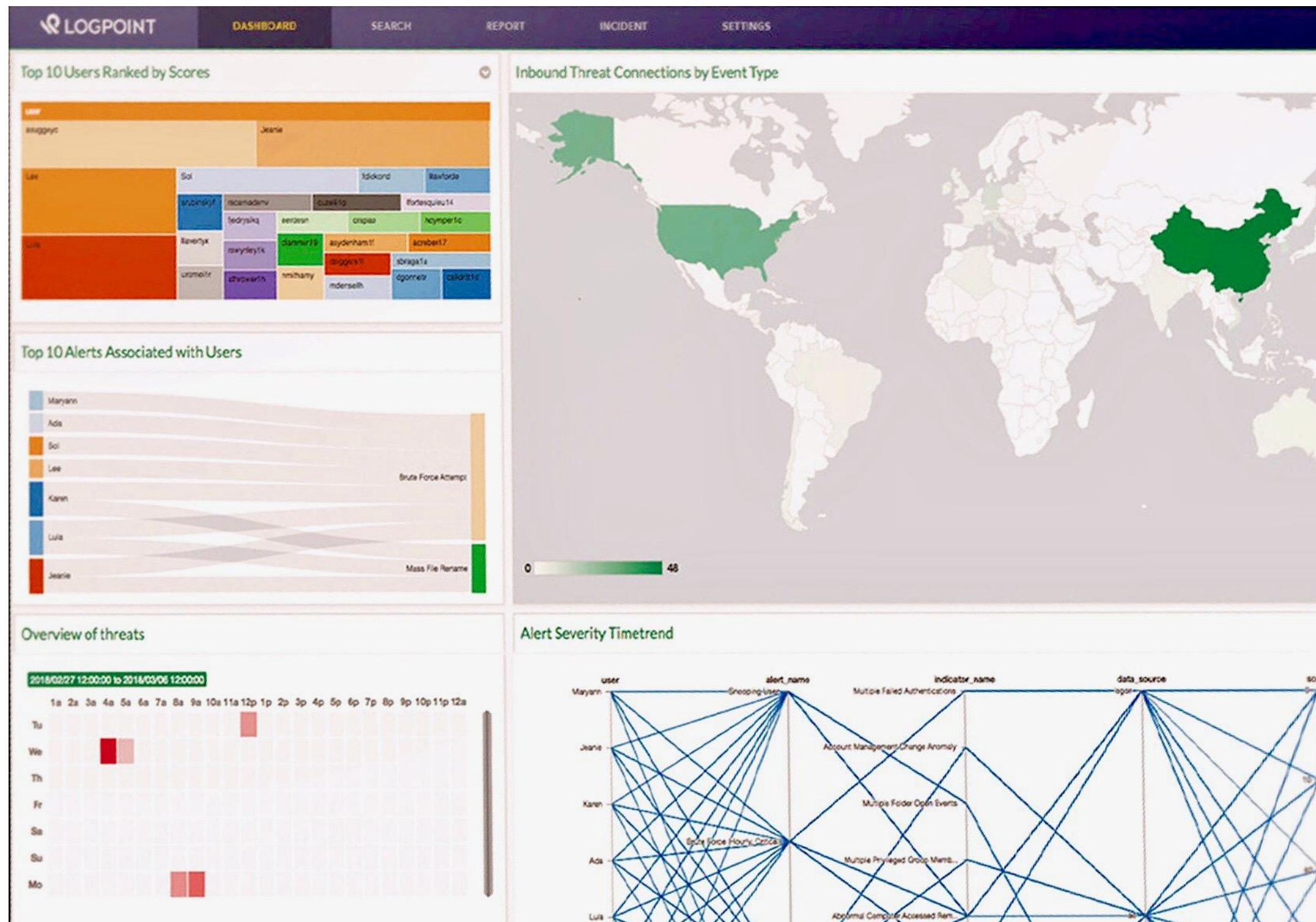
# PKI Solutions & Identity Services

**GlobalSign Identity and Security Solutions** enable enterprises around the world to conduct secure online communications



- ◎ GlobalSign Certificates are trusted by any Browser, OS, Device and Application and are used for Server Identification, Digital Document Signing, Digital IDs, Timestamping etc.
- ◎ GlobalSign Access Control & Authentication Control which users, machines and devices can access corporate networks and services
- ◎ Code Signing certificates certify that a signed application is legitimate and comes from a known software vendor

# SIEM & Log Management



LogPoint is a simple but super powerful **SIEM platform**, with a straightforward architecture, categorization and a simple search language

- ⦿ Easy Integration & High Performance
- ⦿ Supporting many Vendor Devices by Templates including Normalizations & Dashboards
- ⦿ Complex Processing with Simple Methodology
- ⦿ Easy deployment and Maintenance
- ⦿ High availability, Scalability & Decentralization
- ⦿ Affordable in Price

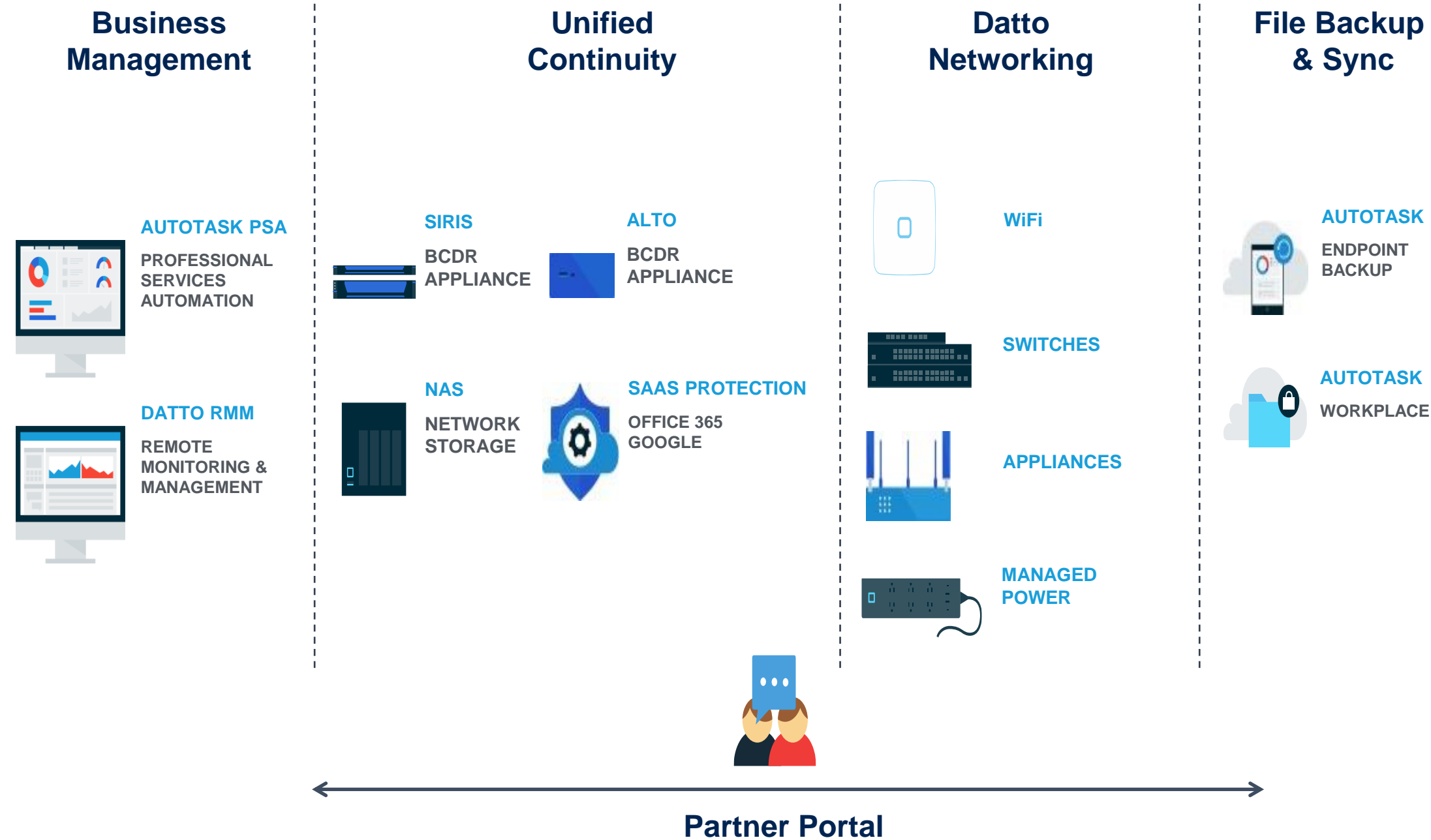
# Application Security Testing



Invicti Security is a leader in **Application Security Testing**. Invicti tools should be treated as part of the development and operational processes being your initial penetration testing tool

- Comprehensive multi-team solutions built to scale
- Built for efficiency & ease of use
- Ideal for complex and decentralized IT infrastructures
- Enable API based flexible integrations
- Available locally and in the cloud

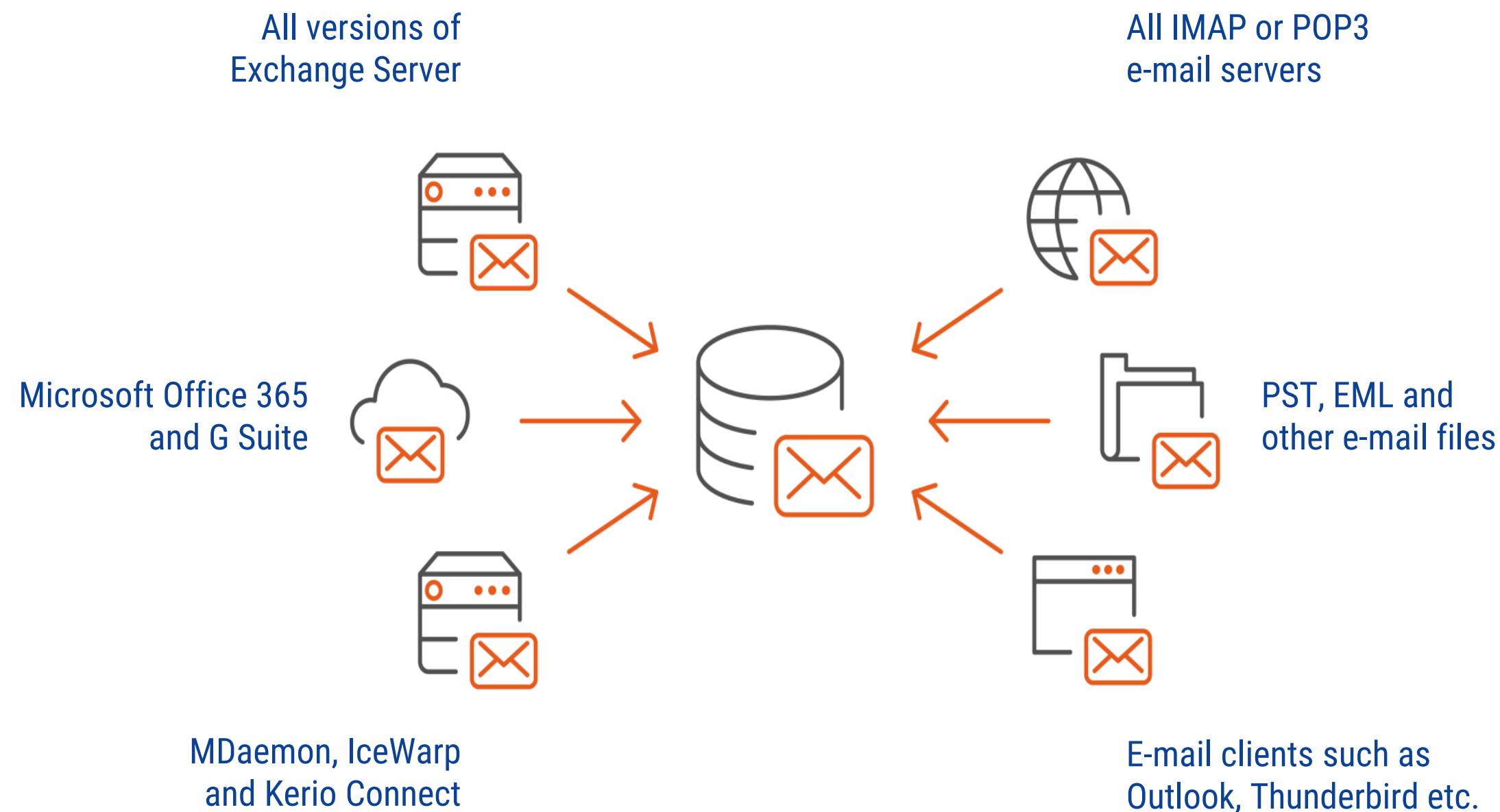
# MSP Optimization Solutions



Datto offers a portfolio of **MSP Optimization Solutions** and has created a one-of-a-kind ecosystem of thousands of MSP partners providing service to businesses across the globe

- ⦿ Respond to growing customer IT needs, while also maintaining and expanding profitability
- ⦿ Unified solution helping to reduce time spent to manage your business and meet SLA
- ⦿ Always available to clients monitoring their business and help resolve issues
- ⦿ Justify costs to clients and highlight your work for the value you provide

# Email Archiving



Mailstore **Email Archiving** solution guarantees the security and availability of business sensitive data in your Emails for the years to come.

- Allows existing emails to be archived from different sources like existing mailboxes, email clients, PST files etc.
- Using deduplication to reduce the total storage requirements, saving up to 70% Storage Space
- MailStore Web Access allows users to easily access the archive from anywhere including mobile devices

# Link Load Balancing, Wifi & SDWAN



PePLink specializes in Internet redundancy, **WAN Link Load Balancing**, Failover, High Availability, Wireless and **Business Continuity** solutions

- ◎ PePLink Load Balancers enable the combination of multiple lower-cost internet connections
- ◎ All devices are easily managed and can be setup without deep knowledge of networking
- ◎ PePLink creates wireless mobility solutions for business or large city-wide deployments
- ◎ MediaFast Content Caching Technology enables on-the-fly content delivery and downloads.

# Tiered Backup Storage

The Future of Backup Storage:

## Tiered Backup Storage

System scales to a  
2PB full backup -

**Largest**  
in the industry

Over 400TB/hr. ingest rate  
at 2PB full backup -

**Fastest**  
in the industry

Restores as fast as disk,

**20X**

faster than  
dedupe appliances



Backup  
window  
that is **fixed  
length** as  
data grows

**Disk-cache Landing Zone**  
(performance tier)  
for the fastest backups and restores

**Long-term  
Retention Repository**  
(retention tier)  
for low-cost long-term deduplicated retention

Backups as fast as disk,

**3X faster**

than  
dedupe appliances

**25+**

supported  
backup  
applications  
& utilities

Scale-out  
of all  
resources  
as data  
grows

Adaptive  
Deduplication  
for strong  
offsite DR  
RTO & RPO

**Most  
complete**  
& lowest cost  
Ransomware  
recovery

**Lowest  
cost**  
up front and  
over time

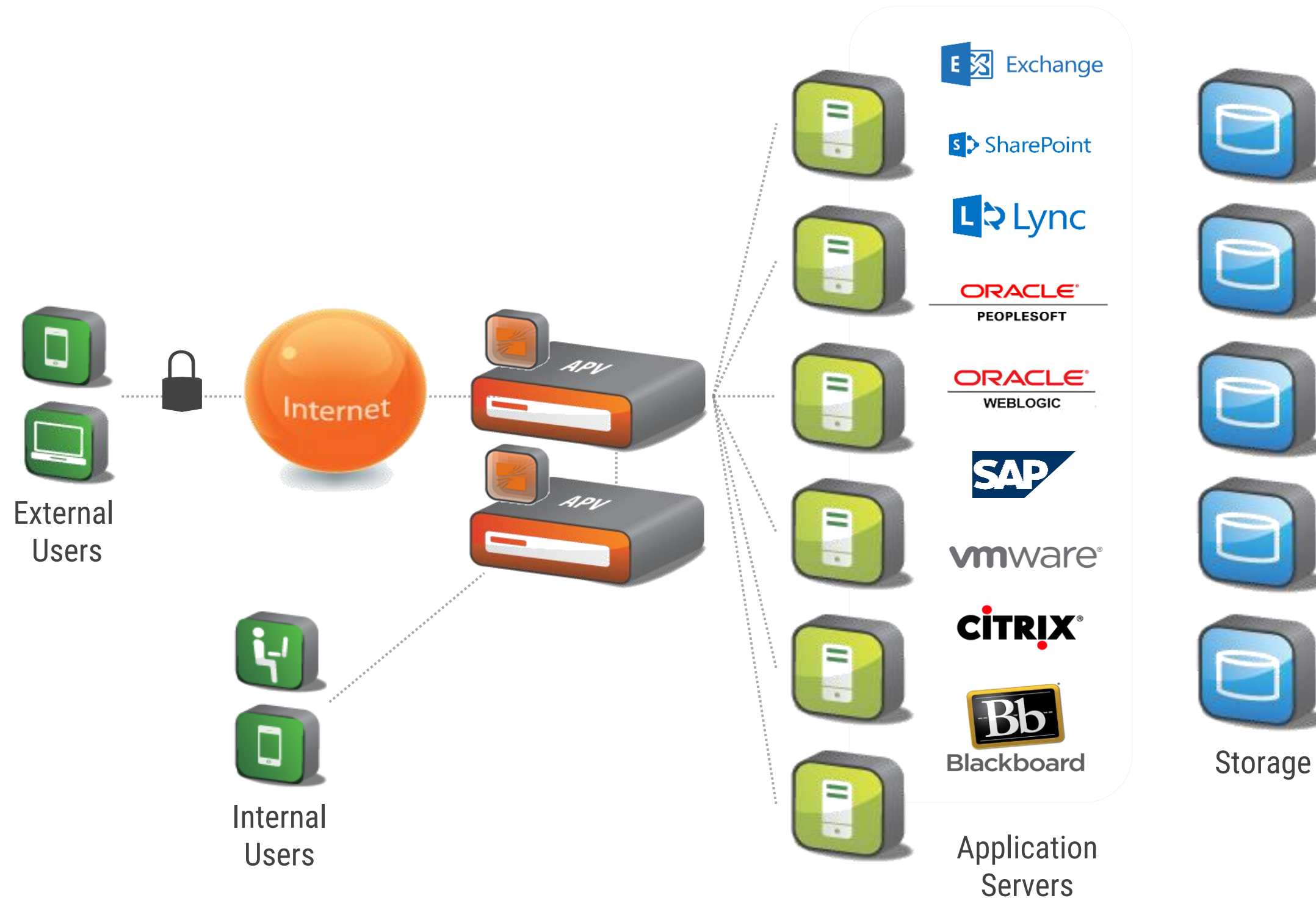
Easy to use,  
manage, and  
scale

Easy remote  
installation –  
no onsite visit  
required

Using Exagrid **Tiered Backup Storage**, shortest backup times can be sustained even if data grows over time ensuring efficient long-term retention

- ⦿ Various-sized backup storage appliance models that can be mixed and matched in a scale-out dedicated storage for backup systems
- ⦿ Zone-level deduplication, resulting in the fastest backup & restore performance at the lowest price
- ⦿ Ransomware protection in the Retention Tier as that tier is not accessible to intruders
- ⦿ Supporting a wide variety of backup applications, utilities, and dumps as Veeam, Veritas, Oracle etc.

# Server Load Balancing, Secure GW, WAN Optimization



Array Networks creates **Network Optimization** solutions that can increase employee **Productivity** and business agility with dramatic cost savings

- ⦿ Array's secure access solutions seamlessly connect personnel with the business applications they need to drive productivity and profitability
- ⦿ Array solutions can easily adapt to meet the access requirements of any organization
- ⦿ Vodafone, Humana, KDDI, Amdocs, ChinaCache, Morgan Stanley, Moody's KMV, CNN, Bank of New York, Bank of China and many others use Array

# Next-Gen Threat Resilience

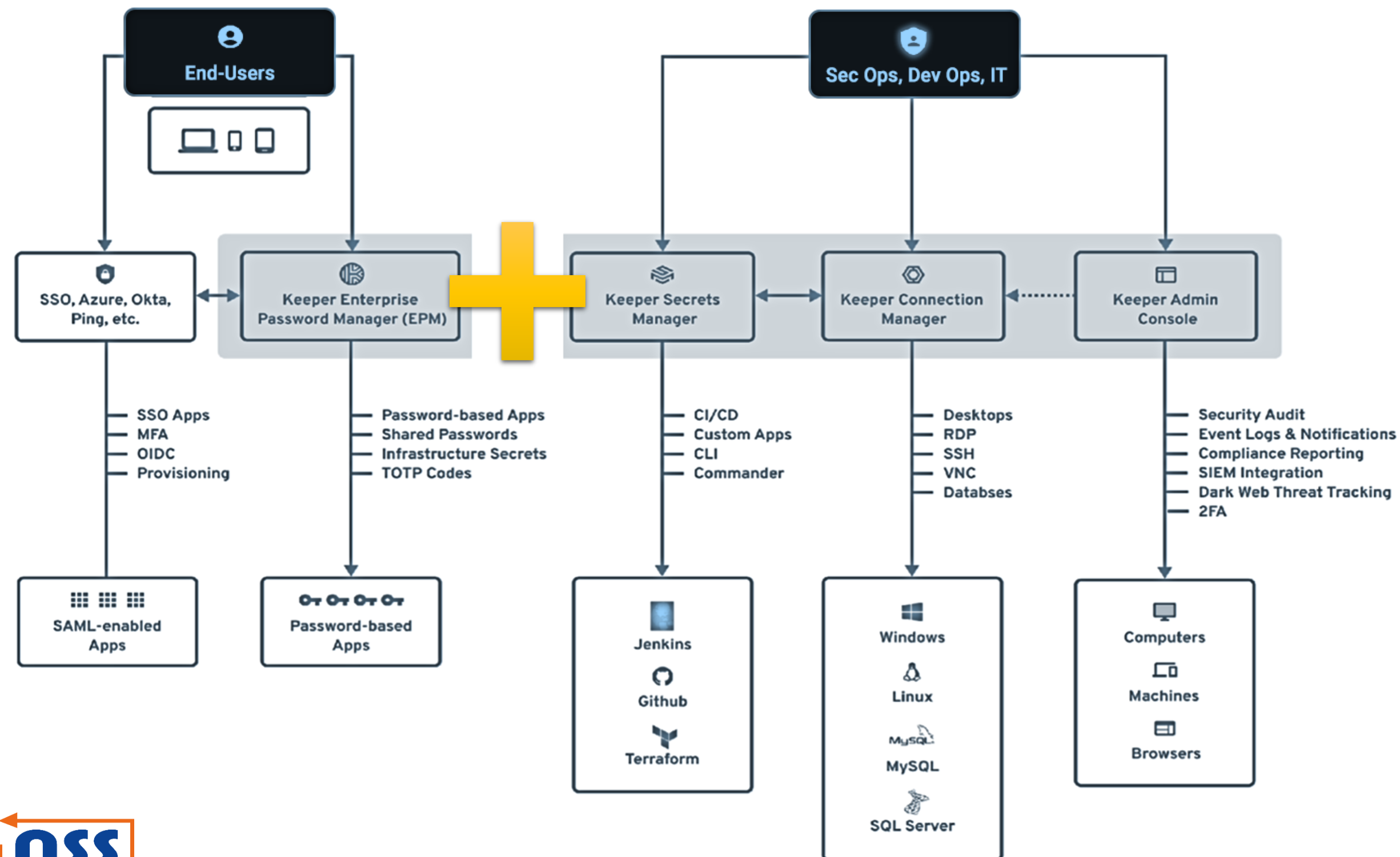


Malwarebytes **Endpoint Detection and Response** can easily replace or augment other endpoint security solutions using unique Anomaly Detection machine learning to not only detect known threats, but also find unknown “zero-day” threats

- 🕒 **Attack isolation:** If an endpoint is attacked, you can easily halt malware from spreading and causing harm.
- 🕒 **Automated remediation:** Find and reverse all major and subtle changes made by malware.
- 🕒 **Ransomware rollback:** For Windows environments, paying ransomware is no longer a requirement.

# The Next-Gen, SaaS-Based Password Management Solution

**World-Class Security.** Keeper enables zero trust transformation and is zero knowledge, which relegates all encryption key management at the client.



Next-Gen, **Zero-Trust, Zero-Knowledge Privileged Access Management (PAM)** Platform, the first company in the industry to unify three essential IAM products for unparalleled cost-effectiveness, rapid provisioning and ease-of-use.

- **Cost Effective.** Fewer products to purchase and easier for IT to manage with fewer people.
- **Fast Provisioning.** Seamlessly deploys and integrates with any tech or identity stack – in a few hours.
- **Easy to Use.** Unified admin console and modern UI for every employee on all device types – average training is less than 2 hours.
- **Pervasive Visibility.** Simplifies auditing and compliance with organization-wide role-based access control, event logging and reporting.

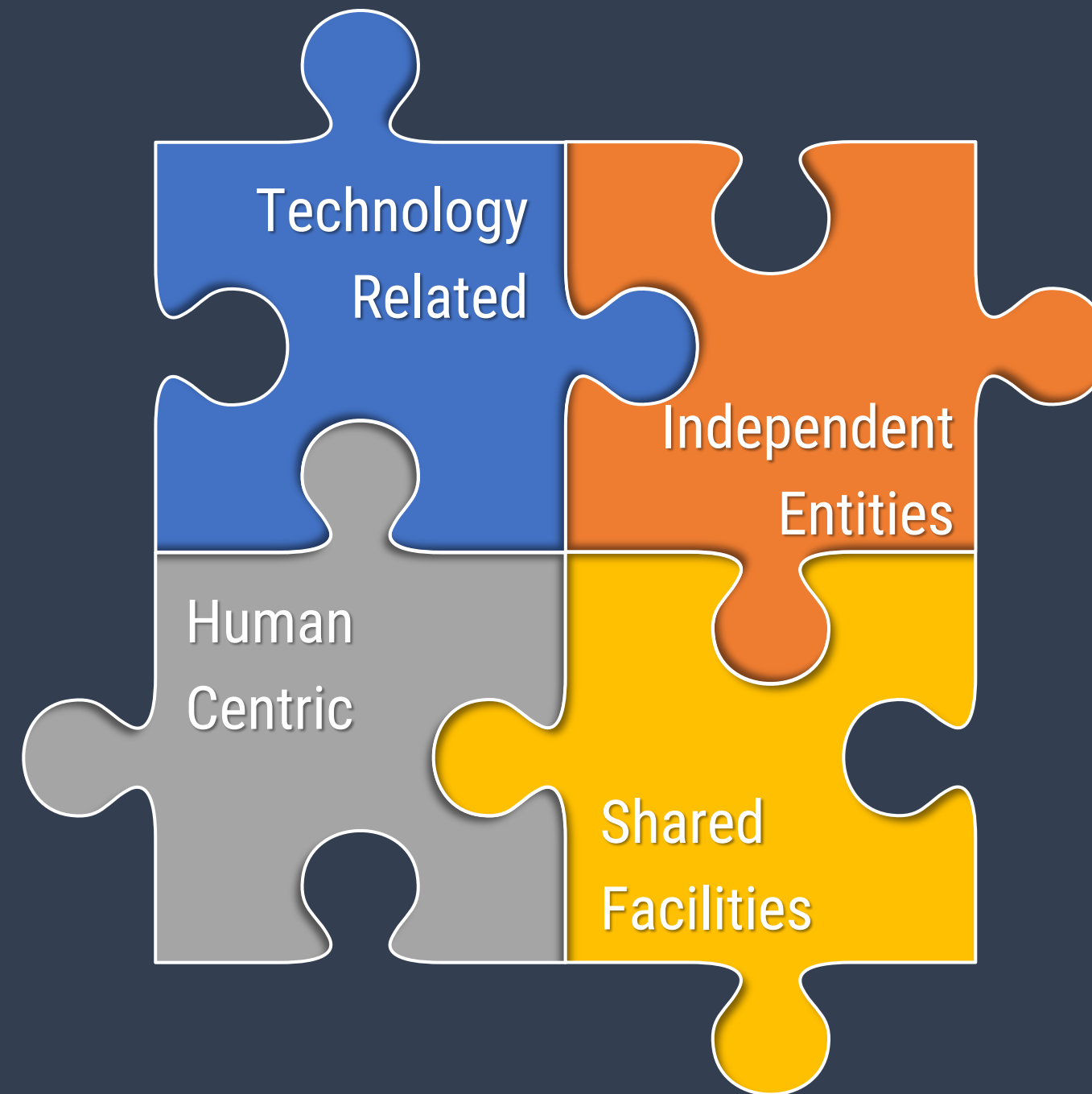
# Athens Cyber Park

## Technology

Athens Cyber Park tenants offer solutions that can solve almost any information technology problem within any industry

## Human

Athens Cyber Park considers the human element as the most important substance and the basic factor of growth for any business activity



## Independence

Athens Cyber Park consists of multiple entities, not belonging to a single organization. They involve effective brainstorming, collaboration, services interchange, and wonderful ideas

## Sharing

Athens Cyber Park is a flexible workspace for companies who want to use high-end facilities at an affordable price

*“We believe that healthy ecosystems will shape the future”*



## Get in Touch



 [sales@nss.gr](mailto:sales@nss.gr)

 +30 211 8000 330

 NSScorpgr

 NSS-corporation

 NSScorp

 NSSCorporation

 [nss.gr/en/rss](http://nss.gr/en/rss)