THE FUTURE OF IT:
WHERE OPERATIONAL EXCELLENCE MEETS SECURITY

Case Overview

ShowTech Solutions, a forward-thinking MSP with a deep focus on nonprofits and mission-driven organizations, was searching for a more effective way to secure their clients' networks. They were tired of managing clunky VPNs and juggling tools that didn't integrate well or scale efficiently. Their goal was to find a solution that didn't just solve technical problems, but also created a path to deliver more value—and make security a true revenue driver. That's when they discovered Timus SASE.

Challenges and Results:

Before
- Limited network visibility
- Reactive security measures
- Complicated pricing

Today
- Real-time visibility
- Proactive threat detection
- Simple per-user pricing

100%
of ShowTech Techs are looking forward to not fighting traditional VPN tickets anymore!

20%
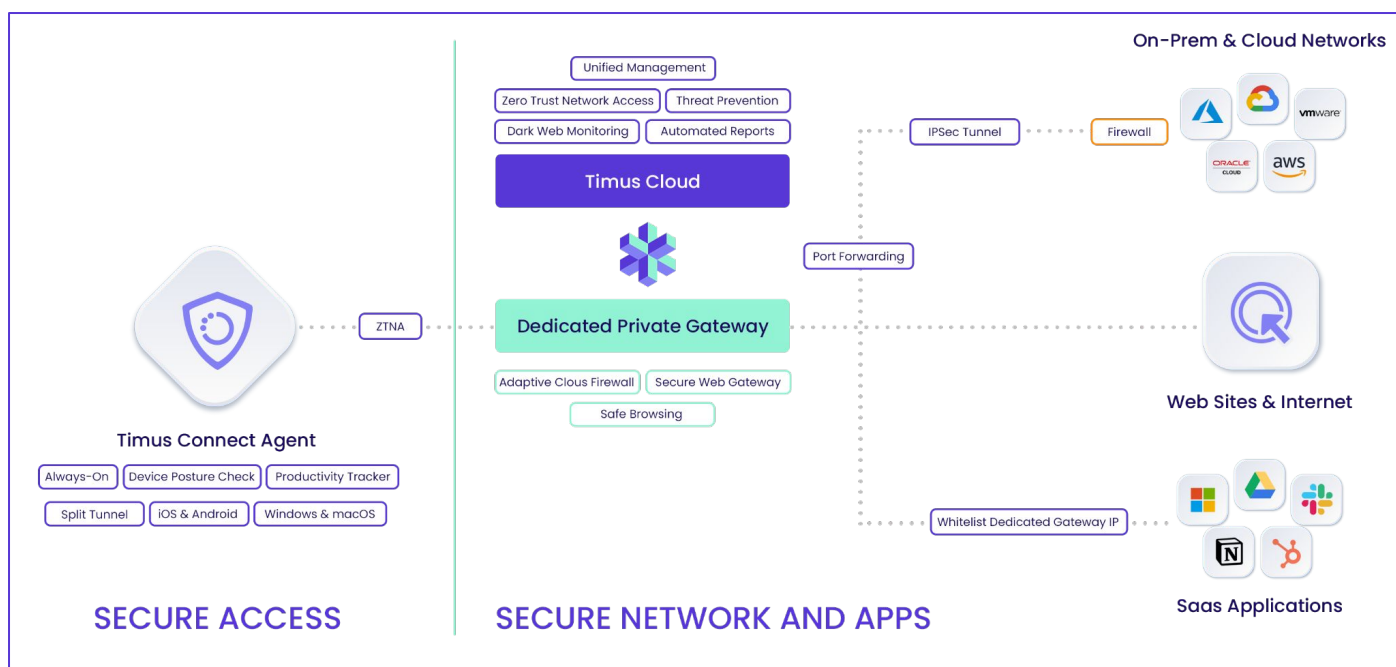drop in support tickets so far

‹1
avg number of days to deploy and setup Timus

Challenges and Solution

Before Timus, ShowTech Solutions was battling multiple friction points in their remote access setup. VPNs lacked consistent security, required too much user intervention, and didn't integrate well with critical services like Microsoft 365. Their existing solutions also required multiple components for deployment, adding unnecessary complexity for their technicians and their clients.

Timus SASE checked all the boxes: always-on protection, native Microsoft 365 integration, posture-based access policies, and the simplicity of a single agent for all clients. The "always-on" connectivity was a game changer—it meant clients were protected automatically, without needing to remember to connect to a VPN. That ease of use extended to deployment, management, and support, giving ShowTech's team the ability to move fast and stay confident.

"The fact that you guys go always-on, I turn on my laptop and I'm connected—it's magical and it works."

What truly stood out for ShowTech was the opportunity to increase profitability. Timus gave them a value-driven, enterprise-grade security platform that they could bundle into contracts with margin. Instead of patching together point solutions, ShowTech could offer an all-in-one, fully managed SASE experience that clients valued—and paid for. Charles states during the case study; *"I can actually make money on the solution!"*.

Outcome and Results

Since implementing Timus SASE, ShowTech Solutions has seen a transformation in client satisfaction. Their first major rollout, a deployment of around 100 users, was completed with ease, with plans to closely monitor and report on the reduction of VPN-related support tickets over time. Early feedback from clients highlights a noticeable improvement in connection reliability, user experience, and overall confidence in remote security.

ShowTech now plans to incorporate Timus SASE into new client contracts by default, recognizing it is a core component of their security stack.

Ultimately, the switch to Timus has empowered ShowTech to meet modern security demands with a solution that is user-friendly and easy to manage. By eliminating the complexities and limitations of legacy VPNs, ShowTech has strengthened its reputation as a trusted MSP partner, better supporting their clients and positioning them for future growth. Timus SASE didn't just solve their old problems, it created new opportunities to deliver higher-value services with greater efficiency and reliability.

You guys are actually being a partner, not just a vendor.

Charles J. Love

Director of Operations, ShowTech Solutions

Connectivity and Security in One

Secure Web Gateway, Dark Web Monitoring and more under a single SKU for layered security.

Easy to Deploy and Manage

100% cloud-based SASE solution. No hardware. No maintenance. Deploy in less than 30 minutes.

Built on Zero Trust

Timus SASE users connect through private, never shared cloud-hosted gateways. Protect employees, wherever they work from.

ABOUT
SHOWTECH SOLUTIONS

SHOWTECH

ShowTech Solutions delivers local managed IT services with a personal touch, combining enterprise-level expertise with dedicated, hands-on support. As true community partners, they understand the unique needs of each business and pride themselves on providing personalized service—not just remote troubleshooting or automated responses. Whether helping with cybersecurity, network issues, or cloud migrations, ShowTech is committed to knowing their clients by name and investing in their success. Their approach makes technology more accessible and less intimidating for businesses of all sizes.

ABOUT
TIMUS NETWORKS

Timus helps MSPs deliver enterprise-level security and compliance — without enterprise-level complexity. The Timus SASE platform was developed by network security experts to make it easy to protect every client, whether they're working from home, the office or anywhere in between. Always-on, zero-click, zero-trust security comes standard!

Elevate your security under a single, cloud-based platform by consolidating and modernizing your VPNs, firewalls, MFA tools, secure web gateways/DNS filters and more - deployable in less than 30 minutes and easy to scale. Our mission is to help security-first MSPs protect their clients, accelerate revenues, and future-proof their stack. See the Timus difference today!

timus SASE

ZERO TRUST. ZERO CLICK. ALWAYS ON

timusnetworks.com