Beachhead Solutions and Keepabl Partner to Help MSP Channel with Faster, More Seamless GDPR Compliance

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Pairing the robust data security solutions is smart business for MSPs; Keepabl and Beachhead offering free one-year subscriptions to one another's solution

London – June 10, 2019 – Beachhead Solutions, provider of cloud-managed PC & mobile device encryption, security, and data access control for Managed Service Providers (MSPs), and Keepabl®, the Privacy-as-a-Service provider, today announced an Alliance Partnership and new licensing agreement – including a free year of reciprocal subscriptions – aimed at helping MSPs more easily address their own (as well as their clients') GDPR concerns, reduce risk, and accelerate new business development opportunities.

MSPs must ensure clients navigate the GDPR landscape with the right expertise, technology solutions, and related managed services that fully address compliance concerns and avoid crippling penalties and reputational harm. With the onset of GDPR, Compliance-as-a-Service is quickly becoming an even more advantageous managed offering and a new revenue opportunity for MSPs. Additionally, MSPs are heavily pressed to be GDPR-compliant themselves; they have access to systems and devices storing personal data of their clients' customers. As both controllers and processors, engaging with and servicing their clients, MSPs must ensure their own compliance to avoid being at risk for fines.

Demonstrating MSPs' own GDPR compliance continues to have a real and direct impact on MSP business engagement. Keepabl founder and CEO Robert Baugh points to Cisco's 2019 Data Privacy Benchmark Study that shows 87% of organisations are facing sales delays resulting from privacy concerns. MSPs can accelerate managed services contract signatures by weeks if they have provable GDPR compliance in-place – and, of course, ensure their clients have the right data security procedures and solutions activated.

"Our new partnership with Keepabl is important, as supporting our MSP partners to be successful and grow means helping them unlock revenue potential through resolute GDPR compliance," says Amit Parbhucharan, GM for EMEA at Beachhead Solutions, Inc. "Keepabl's award-winning SaaS solution and Privacy Policy Pack will enable our MSPs to really help their clients get the GDPR job done simply, quickly and completely – and earn them more recurring revenue at the same time."

There is a strong link between Privacy and Security for mitigating data breach issues. Under a mutual MSP licensing agreement, both Beachhead and Keepabl will offer free (NFR) licenses for its platforms to its respective MSP channels. Doing so provides a more complete offering, which MSPs require in order to deliver against a GDPR mandate. Beachhead MSP partners will obtain a free one-year subscription to Keepabl's solution for maintaining GDPR compliance. Keepabl MSP partners will receive free one-year license to SimplySecure, which automatically and simply encrypts, maintains access control and mitigates risk for lost or stolen devices, and provides adequate proof and validations of these technical controls for breach notification and to aid their own compliance.

Additionally, Keepabl will also be including Beachhead's SimplySecure solution as part of Keepabl's **PRIVACY STACK®**, a trademarked approach to help organisations clarify and organise the resources they need to stay compliant with GDPR. As Baugh notes, "While GDPR isn't a technology law, nor a pure security law, technology and security are fundamental to GDPR compliance. Tools such as SimplySecure for managed encryption of devices – including PCs, Macs, servers, smartphones, tablets and even USB storage devices – combined with other security tools are a fundamental part of compliance. We're delighted to welcome Beachhead's SimplySecure into the Privacy Stack."

"Both Keepabl and Beachhead are excited to bring value to our MSP partners with this alliance, and we will host a webinar at 11:00 BST on June 28th to provide more details of the license agreement and demonstrations of the platforms to the MSP channel," said Cam Roberson, Director of Worldwide Channels and Alliance at Beachhead Solutions. "MSPs interested in attending can do so by registering at: https://keepabl.com/bkwebinar/."

About Beachhead Solutions

Beachhead Solutions offers first-in-class data security with SimplySecure™, the only web-based security platform that can enforce encryption and security policy. SimplySecure provides a multi-faceted approach

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– including remote data wiping and controlling access to at-risk data – for protecting sensitive company data on Windows and Mac PCs, iOS and Android phones & tablets, and USB Storage devices. SimplySecure is user-transparent and easily administered via a single unified management console.

About Keepabl

Keepabl's award-winning GDPR SaaS solution is focussed on helping MSPs and non-specialist customers 'get the job done' on GDPR compliance, creating maximum relevant outputs from the minimum input, delivering analytics needed to remediate gaps, and helping to accelerate revenue and reduce risk. Instant, automated Article 30 Records, Data Map analysis, breach management, processor management, and more. A single place in the cloud for all your policies, procedures, DPIAs, training and other privacy materials.

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