



Scaling Cybersecurity with Confidence

For Sistemi Contabili

Established in

1977

10+

Cybersecurity
solutions offered

20+

Years as a Kaspersky
MSSP Partner

6x

Cybersecurity
revenue growth

About the Partner

Founded in 1977, Sistemi Contabili supports over 3,000 Italian SMEs with management software, IT services, and cybersecurity. With a team of more than 75 professionals, the company provides customized solutions and specialized training. Headquartered in Bassano del Grappa, it also has branches in Padova, Fano, and Fabriano.



Bassano del Grappa,
Italy.



Over 40 years in
business



Gold MSSP Partner



Specialists in the
accounting sector

k

Positive results and a
deeper partnership with
Kaspersky solutions over
more than a decade.

The Challenge

Over the last decade, Sistemi Contabili has seen its clients facing a rapidly evolving threat landscape. Traditional endpoint protections are no longer enough, and repeated detections point to persistent infections that clients cannot resolve alone. Smaller and medium-sized businesses in particular often lack detection and response capabilities, leaving them exposed to ever more sophisticated threats. Building an internal SOC isn't always feasible given the cost and complexity, but Sistemi Contabili clients need enterprise-grade monitoring, analysis, and response without disruption.

The company needed a partner that could deliver advanced threat detection, extend its technical team, and fit comfortably into its subscription-based managed services model.



**Kaspersky
Managed Detection
and Response**

Why Kaspersky?

Sistemi Contabili chose Kaspersky for its proven technology, smooth integration with existing services, and the expertise of its global SOC team. The partnership has allowed them to offer centralized visibility and advanced detection without heavy internal resource investment from their clients. The MDR proof-of-concept quickly confirmed persistent infections in client environments, proving the value of the service. With predictable licensing, strong technical support, and access to world-class research, Kaspersky solutions provided a solid foundation for growth.

The Kaspersky solution

Sistemi Contabili implemented a portfolio of Kaspersky technologies centered around Managed Detection and Response (MDR). MDR brought round-the-clock monitoring from Kaspersky's SOC, extending the reach of Sistemi Contabili's own technical team without the overhead of building a dedicated center.

To complement MDR, the company deployed Kaspersky Next EDR for advanced endpoint detection, Kaspersky Security Awareness for client training, and Kaspersky Industrial CyberSecurity to protect OT environments. The MDR was delivered as annual subscriptions, aligning with Sistemi Contabili's managed services model and helping to build recurring revenue.

This approach gave Sistemi Contabili the ability to identify threats early, deliver faster remediation, and expand its service portfolio to cover both IT and OT security, all without major infrastructure investments.



Angelo Penduzzu

Head of Cybersecurity Business Unit
Sistemi Contabili

This partnership has shown us how quickly advanced threats can be identified and addressed. With Kaspersky MDR, we extend our team's capabilities without needing our own SOC.

Advantages

- SOC expertise without heavy investment
- Centralized visibility and advanced detection
- Subscription model supporting revenue growth
- Scalable across IT and OT environments

Outcomes

Since appointing Kaspersky as its lead cybersecurity partner, Sistemi Contabili has achieved approximately sixfold growth in cybersecurity-related revenue over three years. More importantly, it has strengthened client trust by delivering measurable results, including rapid threat confirmation and remediation.

In one industrial protection project, Kaspersky solutions detected three critical issues, including unauthorized access to machinery, just minutes after activation. For clients, the benefit has been clear: enterprise-grade security, delivered as a managed service. For Sistemi Contabili, the partnership with Kaspersky has enabled a scalable, profitable model built on recurring subscriptions.

Sistemi Contabili achieved Platinum Partner status in 2025. The company is also planning to expand its client offerings with additional Kaspersky services, particularly in threat intelligence, while continuing to scale its managed cybersecurity portfolio.

By partnering with Kaspersky, Sistemi Contabili has transformed its cybersecurity services, expanding its portfolio, improving client outcomes, and building a profitable recurring revenue model. Together, they are well-positioned to continue protecting their clients in Italy and beyond.



Kaspersky Managed Detection and Response

[Learn more](#)