

EBOOK

THE GUIDE TO CYBERSECURITY MATURITY

Assess your clients' security posture, prove value, and grow your business.



The Guide to Cybersecurity Maturity

Cybersecurity isn't just about blocking threats. It's about knowing where your clients stand—and what's at stake if they don't improve.

Today's MSPs aren't just deploying tools. You're helping clients navigate rising cyber threats, protect their brand, and meet growing insurance and compliance demands. To stay ahead, you need to know their baseline, build a strategic roadmap, and deliver outcomes that actually move the needle.

That's what cybersecurity maturity is all about: shifting from reactive service to proactive leadership. This guide will help you:

- Pinpoint your clients' maturity level
- Prioritize what matters most
- Align strategy with action
- Prove the value of your security services over time

Why Cybersecurity Maturity is Your New Growth Engine

Many organizations think they're secure because they've invested in "best of breed" security tools. But tools don't equal maturity.

In reality, siloed platforms, incomplete policies, and patchy visibility keep them exposed—and you buried in alerts. A cybersecurity maturity model gives you a structured way to:

- Assess security posture across your clients' environments
- Identify hidden gaps before they're exploited
- Guide strategic improvements at the right pace
- Quantify the value you're delivering

Maturity assessments give you that readout—and a plan to act on it.



Think of cybersecurity maturity like an annual physical. You don't just want to know if something's broken—you want a full readout of where you're thriving, where you're at risk, and how to improve.

**JON MURCHISON,
FOUNDER & CEO,
BLACKPOINT CYBER**

The 4 Levels of Cybersecurity Maturity

Every organization exists somewhere on a maturity spectrum. Here is a simplified version to help guide your assessments and provide value-based recommendations and services.



Level 1: Underprepared

What they need: Foundational controls like antivirus, firewalls, and basic policies.

What they'll ask: "How do we create a basic cybersecurity program?"

You're starting from scratch. Expect limited visibility, inconsistent behavior, and a lot of education upfront.



Level 2: Reactive

What they need: 24/7 monitoring, faster detection and response, improved incident handling.

What they'll ask: "What attacks are happening now, and how do we respond quickly?"

You're filling gaps in a half-built foundation. Be ready to sort through overlapping tools and unclear responsibilities.



Level 3: Proactive

What they need: Vulnerability reduction, policy refinement, automation, and risk-based prioritization.

What they'll ask: "How can we proactively protect against foreseeable threats from known sources?"

You're refining and scaling what already works. Focus on reducing noise, tightening controls, and aligning security with business goals.



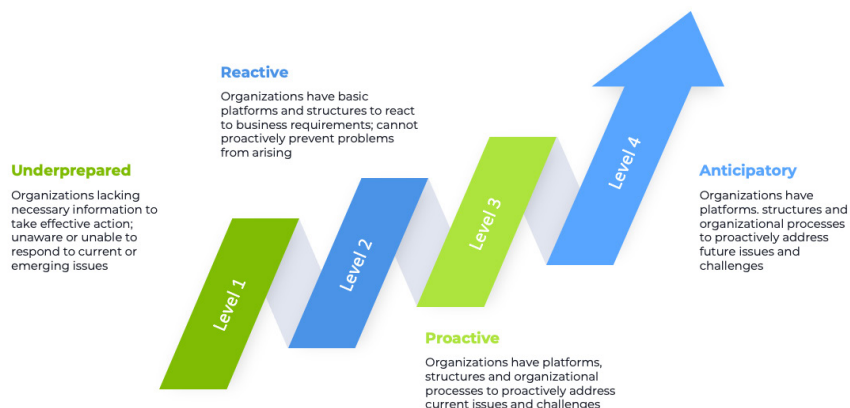
Level 4: Anticipatory

What they need: Strategic optimization, advanced threat modeling, and predictive guidance.

What they'll ask: "How can we proactively protect against unknown threats driven by changes in our business, technology, and the evolving cyber landscape?"

You're operating at an advanced level. This is where you differentiate with insights, not just tools.

Cybersecurity maturity model



How to Structure the Maturity Assessment

A structured assessment gives you more than a checklist—it gives you a strategy.

By aligning your evaluation to proven frameworks like NIST, CIS Controls, or ISO, you can identify real gaps, prioritize what matters, and create a focused, outcome-driven roadmap. It also gives clients something they don't have today: a clear baseline, a path forward, and measurable progress over time.

Step 1: Discovery

Uncover what tools, processes, and policies are in place, and any gaps in visibility.

Step 2: Evaluation

Compare findings against industry standards to surface risks, control gaps, and maturity blockers.

Step 3: Roadmap

Prioritize high-impact improvements and align actions to business goals and risk tolerance.

Step 4: Implementation

Roll out new solutions, refine workflows, and reinforce processes with training and documentation.

Step 5: Review

Reassess quarterly. Use maturity and posture metrics to show progress and refine next steps.

Organizations progress through these maturity levels at different speeds—shaped by their goals, compliance requirements, risk appetite, and available resources. MSPs who adapt their strategy to fit each client's reality can drive steady, sustainable improvements that align security with business outcomes.



Maturity isn't about perfection—it's about progress.
You're not trying to solve everything overnight.
You're building resilience one layer at a time.

**MANOJ SRIVASTAVA, CHIEF TECHNOLOGY AND PRODUCT OFFICER,
BLACKPOINT CYBER**

Security Posture Ratings: Measuring What Maturity Looks Like

Maturity tells the story. Security Posture Ratings (SPRs) give it a score.

Blackpoint's SPR framework gives each client a real-time grade based on how well they align to the NIST Cybersecurity Framework (Identify, Protect, Detect, Respond, Recover). It's more than a snapshot—it's your scoreboard.

SPRs help you:

- Benchmark posture across your entire client base
- Justify investments with real, risk-based metrics
- Track improvement over time
- Show security ROI in ways that matter to decision-makers
- Differentiate your services with data, not buzzwords



We use SPRs to map progress and drive conversations that matter. Clients want clarity. This gives it to them.

– JON MURCHISON, FOUNDER & CEO, BLACKPOINT CYBER

Why MSPs Choose CompassOne

**CompassOne: Built to
Advance Client Maturity**

**Blackpoint's CompassOne
platform ties together
everything you need to
assess, improve, and prove
cybersecurity maturity:**

- Unified visibility across endpoints, cloud, and identities
- Real-time SPR scoring aligned to NIST
- Context-driven prioritization
- Embedded threat intel and SOC response
- Multi-tenant views to manage all your clients in one place

**Less complexity. More value.
And a clear path to advancing
clients' maturity at scale.**

Level Up Your Clients. Stand Out in the Market.

Your clients don't just want another tool. They want a partner who can make sense of the chaos and lead with confidence.

By assessing cybersecurity maturity and using SPRs to track real progress, you're not just selling protection. You're delivering proof.

This is your opportunity to evolve from reactive troubleshooter to strategic security partner. When you lead clients through the maturity journey, you become more than a service provider, You become the expert they turn to for clarity, direction, and results.

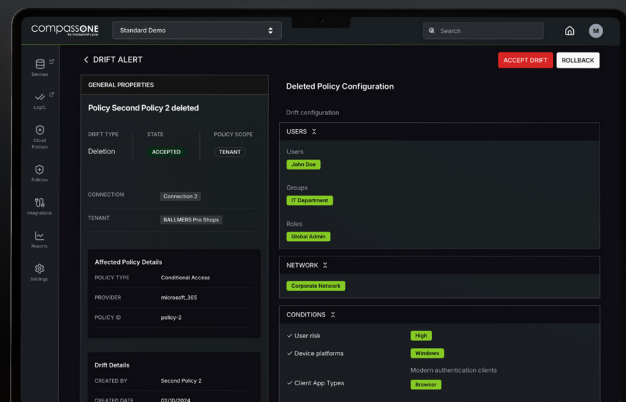
Guiding clients forward isn't just good security. It's how you build stronger partnerships and drive long-term growth.

See CompassOne in Action

CompassOne is built for MSPs who want to simplify security operations, strengthen protection, and prove their value to clients - without adding more tools to the stack.

Visit blackpointcyber.com/CompassOne to get started.

compassONE
by blackpoint cyber





About Blackpoint Cyber

Blackpoint Cyber is redefining how businesses prevent, detect, respond to, and recover from modern threats, delivering outcomes, not just alerts, and now bringing that same approach to CompassOne, our award-winning Unified Security Posture and Response platform.

Backed by a 24/7 human-led Security Operations Center (SOC), we don't just notify you of threats—we take action. Whether you're an MSP securing clients at scale or an internal security team defending your organization, Blackpoint adapts to your needs, simplifying security without compromise.

Founded by former NSA cybersecurity experts and led by elite industry professionals, Blackpoint brings proven offensive and defensive expertise to every layer of protection. With relentless innovation and a partner-first approach, Blackpoint Cyber ensures businesses stay secure, resilient, and ready to win the unfair fight.

Learn more at: www.blackpointcyber.com