



InterNetwork IT Adds Compliance to Their Stack with Compliance Scorecard

“Compliance is now part of the standard conversation for everyone. And that includes clients that we’re upgrading as well as new clients.”

Adam Alexander
President, InterNetwork IT

Introduction

InterNetwork IT was ready to expand, and they identified compliance as the next logical step. Having done some work in this area, they knew the complexities involved and understood the need to equip themselves with more specialized tools.

Compliance Scorecard offered InterNetwork IT everything they were looking for in a compliance tool – and then some. Preloaded with frameworks they’d be offering in their packages, and capable of integrating with other products they were bringing into their IT ecosystem, Compliance Scorecard has helped InterNetwork IT frame themselves as a compliance as a service (CaaS) provider and become a more valuable partner to their clients.

“I talked to three or four different companies and tried different products, but Compliance Scorecard was just amazing across the board,” says Adam Alexander, President of InterNetwork IT.

Get to know InterNetwork IT

InterNetwork IT has been providing custom IT solutions to businesses across Central Florida for more than eight years. Their strategy for delivering top-tier managed services centers on understanding each client's unique needs, challenges, and goals while providing round-the-clock support.

InterNetwork IT serves a diverse clientele, ranging from small businesses to large corporations. Their suite of packages ranges from a Base IT Security Package that offers essential protection from cyber threats to a Full Compliance IT Security Package for medical, financial, and legal clients requiring comprehensive compliance programs under a variety of security frameworks.

The Challenge: The right tools for the job

InterNetwork IT has always seen themselves as more than a managed service provider (MSP). Over the years, they've eagerly stepped into the spaces that their clients asked of them, and that included adding compliance services when it was called for. They employed a third-party provider to help them do what compliance work they had, but when that provider changed their platform and left them unable to log in, it acted as a trigger.

InterNetwork was ready to move into compliance in a more serious way, but adding a comprehensive package to the stack would require a major upgrade to their technology infrastructure. When they launched a search for solutions to support them in their quest to become a CaaS provider, they knew they needed a product that could overcome the following hurdles:

- **Retaining regulated clients::** Working with heavily regulated clients generated significant revenue, but it meant there was no room for mistakes in the management of their compliance programs.
- **Facilitating sales conversations:** They needed something that allowed them to confidently position themselves as a CaaS provider before they could restructure their packages and start having these conversations with clients.
- **Streamlining:** The right tools encompassed more than just a compliance platform, and having products that talked to each other would help them streamline their offerings and stay organized.

Alexander explains, *"We were doing compliance and security in the past, but it wasn't so well put together. There was always that thought in the back of my mind: How are we going to put these pieces together?"*

Compliance Scorecard: Love at first demo

When they made the decision to add compliance to their stack, Alexander embarked on a months-long process of meetings, interviews, and trialing different products to find the right fit for their needs. Adam Alexander, embarked on a months-long process of meetings, interviews, and trialing different products to find the right fit for their needs. When he came across Compliance Scorecard, he knew he'd found the tool that would enable InterNetwork IT to offer CaaS with confidence.

Compliance Scorecard stood out amongst the other products Alexander tested for many reasons, just some of which were:

- **Ease of use** for tracking, reporting, and organization.
- **A client portal** that brings clients into the compliance process.
- **Policy packs** for several regulatory frameworks InterNetwork IT works with.
- **Integration** with other products InterNetwork IT was bringing on.
- **Scorecards** that facilitate sales conversations.
- **Personalized support** that you don't get from massive tech companies.

"With Compliance Scorecard, we can actively try to find clients that need compliance, and there's nothing in the back of my mind about it. We can do it all, no problem," says Alexander.

The Impact: Cutting-edge compliance solutions, upgraded packages & client retention

InterNetwork IT invested in Compliance Scorecard to drive their expansion into new services and industries. Here are all the ways it's accomplishing that job:

Streamlined compliance:

Policy perfection. Getting clients aligned with a compliance framework is much easier with the pre-written policy templates in Compliance Scorecard. InterNetwork IT has also been able to leverage policy tags for streamlined customization that significantly reduces the time it takes to get the right policies in place.

Client buy-in. Creating policies means nothing if clients don't adopt them. Compliance Scorecard enables InterNetwork IT to bring clients into the compliance process, especially in terms of having them read, approve, and implement important policies.

"As far as moving forward and being more confident in what we can do, Compliance Scorecard is going to make a big difference, and it's a big part of us being able to approach bigger industries."

Adam Alexander

President, InterNetwork IT

Organization. InterNetwork IT's compliance management processes were of a mix and match nature prior to Compliance Scorecard. Now, they're able to store, track, categorize, and report, all in one central repository, which makes workflows far more efficient.

New revenue streams:

Compliance as a Service (CaaS). Since adopting Compliance Scorecard, InterNetwork IT has completely restructured their packages. Their premium package includes full compliance services for HIPAA, CMMC, PCI DSS, or whatever framework their client requires, and they're actively seeking new clients that require compliance.

Cybersecurity services. Security is something that InterNetwork IT has done in the past, but Compliance Scorecard's integrations have helped them offer even more robust security to their clients. For example, they're using the asset integration from ConnectSecure to pull all their client's assets into Compliance Scorecard.

Cyber insurance. InterNetwork IT uses the Insurance Scorecard to inform clients where they're falling short in terms of cyber insurance and how they can help them get up to speed. Compliance Scorecard's FifthWall integration also enables them to fill out cyber insurance questionnaires for their clients and present quotes from a number of providers.

Building better relationships:

Facilitating conversations. InterNetwork IT is in the process of talking to their clients about new pricing and packages, and Compliance Scorecard has played a big role in these conversations. Using scorecard checklists and assessment reports, they can demonstrate where their client's gaps are and explain how they intend to fill those gaps.

Client retention. InterNetwork IT has some highly regulated clients. Their ability to provide expert policies and streamlined compliance management through Compliance Scorecard was imperative to keeping those clients and retaining the significant revenue they generate.

Personal touch. Compliance Scorecard's team has gone above and beyond to support InterNetwork IT's transition into CaaS, which has given them the confidence to approach new clients and break into new industries.

Conclusion

Compliance Scorecard has been fundamental to InterNetwork IT's expansion into the CaaS industry. Though they tested a number of products, no other platform could offer the policies, frameworks, integrations, ease of use, and personal support that they get with Compliance Scorecard.

Since bringing it into their technology ecosystem, Compliance Scorecard has been a key part of InterNetwork IT's sales conversations with current and new clients, helping them retain highly regulated clients and break into bigger industries with confidence. Highly satisfied with what they've been able to accomplish with the platform in such a short amount of time, InterNetwork IT has big plans for leveraging Compliance Scorecard to get all their clients one step ahead of where they need to be.

Want to see how Compliance Scorecard can help you grow?

Compliance Scorecard empowers MSPs to operationalize compliance. With our product and peer-group solutions, you can turn compliance management into a strategic practice that drives business growth. Join a Live Demo and see the game-changing impact for yourself.

[Book a Live Demo](#)



Compliance Scorecard



Compliance Scorecard is a leading provider of Compliance-as-a-Service (CaaS) solutions for Managed Service Providers. Created by an MSP for MSPs, we streamline compliance operations for MSPs, turning compliance management into a strategic practice that allows MSPs to scale. Offering both product and peer-group solutions, our combination of expertise, support, and product put us in a unique position to help MSPs across the globe master any challenge related to GRC (Governance, Risk and Compliance). Compliance Scorecard is the compliance toolkit every MSP needs to check every box with ease.

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