Arco IT:
Swiss cybersecurity consultancy scaling SMB security with ease

Arco IT is a Swiss cybersecurity consultancy that works exclusively with local clients. They work with many industries, from law firms to logistics, focusing on local decision-making and hands-on support.

Since 2020, one solution has been at the center of their managed security offering. Five years in, although Arco IT continually tests other solutions, Pentest-Tools.com remains.

Arco IT never set out to build a managed scanning service. But as clients asked for more frequent assessments (particularly with cloud use rising and audits tightening) the work kept coming. Pentest-Tools.com kept pace.

There was no big pivot or grand plan. Just a reliable tool that scaled with demand, quietly turning a growing need into a core offering.

Pentest Tools ✕ **arco** IT SECURITY SERVICES

> **We tested many vendors' solutions; none were flexible or scalable enough for us.**
>
> — Amy Vaillancourt, COO of Arco IT

Solving the scaling problem with quality, not quantity

Like many consultancies, Arco IT struggled to grow its scanning service in a simple, scalable way. They struggled with complex, fragmented tools that slowed workflows and drove up costs. Bulky, on-premises installations and constant maintenance slowed their operations.

Large vendor solutions made onboarding slow, buried Arco IT in clunky interfaces, and kept them waiting for help.

Limited settings and unclear results stopped Arco IT from running reliable, high-quality scans at scale.

Arco IT needed a solution that worked out of the box. That delivered deep insights while matching their agile approach to client security.

> **We couldn't keep relying on local boxes or manual processes. We needed cloud-native scanning that was reliable, fast, and insightful.**
>
> — Martí Berini Sarrias, Senior Security Architect at Arco IT

Accurate scanning across infrastructures, without the noise

As more clients adopted connected services, their security expectations grew. Arco IT had to expand its scanning services without ballooning infrastructure costs or slowing delivery.

Many clients assume their environments, such as networks and web app infrastructures, are secure by default, but misconfigurations and overlooked vulnerabilities put them at risk. With Pentest-Tools.com, Arco IT detects risks through scheduled scans and rapid ad-hoc assessments.

Arco IT also faced new challenges as attacks moved beyond old networks, into connected and hybrid systems. They set themselves apart by giving steady, full security checks.

> Competitors overwhelm with complexity or miss critical capabilities. Pentest-Tools.com hits the sweet spot every time.
>
> — Martí Berini Sarrias

> Our clients want reports that highlight what matters without overwhelming them with false positives or jargon.
>
> — Amy Vaillancourt

Pentest-Tools.com:
Simple, powerful, and responsive

What keeps Arco IT committed to <u>Pentest-Tools.com</u>?

Three key reasons:

- **Easy deployment and use** with VPN agents that speed up <u>internal network scans</u>. No heavy local installs needed.

- **Comprehensive product** covering everything from <u>network discovery</u> to <u>vulnerability exploitation</u> and misconfiguration detection.

- **Clear, actionable reports** made for tech teams and leaders, it cuts through the noise to focus on the biggest risks.

Pentest-Tools.com's customer support makes a big difference.

> When small issues popped up, Pentest-Tools.com fixed them within hours, not weeks. That responsiveness builds trust.
>
> — Amy Vaillancourt

Delivering measurable impact and client success

Since adding <u>Pentest-Tools.com</u>, Arco have been able to deliver:

- **Faster turnaround times** on vulnerability assessments.

- **Consistent, <u>replicable reports</u>** that reduce client follow-up questions.

- **Reduced manual effort** thanks to <u>automation</u> and clear remediation guidance.

- **Enhanced trust from <u>clients</u>** impressed by the professionalism and depth of security insights.

> There has to be a mind behind the tool. There has to be knowledge, wisdom, and experience. We always feel that way with Pentest-Tools.com.
>
> — Amy Vaillancourt

> We can pinpoint hidden vulnerabilities and offer clear fixes so clients can act, reducing risk and building their cybersecurity maturity.
>
> — Martí Berini Sarrias

The obvious choice for MSPs and security consultancies

Pentest-Tools.com helps MSPs and security consultancies grow offensive security capabilities without hassle. It cuts complexity with simple tools that fit right in. No infrastructure complexity or tough learning curves.

Arco IT's experience proves Pentest-Tools.com is a product made for steady growth, giving quality, reliable scans that change as clients' needs and risks grow.

> We keep testing new solutions, but we always come back. Pentest-Tools.com just works; and that reliability means everything in security.
>
> — Amy Vaillancourt

> Pentest-Tools.com offers a multi-tenant solution. We can manage all our clients through one central interface.
>
> — Bertram Dunskus, CEO of Arco IT

Pentest Tools

Discover what's possible. Prove what's **real.**
With proprietary tech and key **offensive security** experts**.**