

We were named ChannelE2E Top 100 Vertical Market MSP - blueAPACHE

Canonical: <https://www.blueapache.com/blog/blueapache-channele2e-top-100-msp>

Details:

Summary

This blueAPACHE post reports: 3 May 2022, Melbourne: Leading global Mid-Market IT Service Provider, blueAPACHE, ranks among the world's Top 100 Vertical Market MSPs (for 2022, according to ChannelE2E, a CyberRisk Alliance resource. The annual list and research (hashtag: #MSP100) identify and honor the top 100 managed services providers (MSPs) in healthcare, legal, government, financial services, manufacturing and additional vertical markets. It concerns emPOWER Security, Advanced Infrastructure Managed Services, emPOWER Cloud. It names Fortinet, Cisco, Microsoft, Dell, Amazon Web Services, Datto, SentinelOne, Ingram Micro in connection with the announcement. Published in 2022. Figures, product names and event details reflect that time; for current information see the linked service pages.

Key facts

Label	Value
Publication year	2022
Services referenced	emPOWER Security, Advanced Infrastructure Managed Services, emPOWER Cloud
Named products or vendors	Fortinet, Cisco, Microsoft, Dell, Amazon Web Services, Datto, SentinelOne, Ingram Micro
Cited figure	...in vertical market annual recurring revenue (ARR) in 2021, up 42% from \$2.14 billion million in 2020. The surge involved extremely...

Article

3 May 2022, Melbourne: Leading global Mid-Market IT Service Provider, blueAPACHE , ranks among the world's Top 100 Vertical Market MSPs (<http://www.channele2e.com/top100>) for 2022, according to ChannelE2E, a CyberRisk Alliance resource. The annual list and research (hashtag: #MSP100) identify and honor the top 100 managed services providers (MSPs) in healthcare, legal, government, financial services, manufacturing and additional vertical markets. Moreover, the research affirms that vertical market MSPs have vastly expanded their managed security capabilities. This year's research revealed several key MSP business, security and market trends. Key takeaways include:

Surging MSP Revenues: Honorees generated a combined \$3.05 billion in vertical market annual recurring revenue (ARR) in 2021, up 42% from \$2.14 billion million in 2020. The surge involved extremely strong MSP merger and acquisition (M&A) activity; accelerated demand for cloud & cybersecurity services; and successful MSP pivots amid the continued COVID-19 pandemic.

Key Verticals: The most successful vertical market MSPs are zeroing in on healthcare and manufacturing, with continued strong interest in financial services, legal and government opportunities.

Managed Security Services: All of the honorees offer some form of managed security services – particularly backup and disaster recovery (96%), endpoint detection & response (EDR, 88%) and managed detection and response (MDR, 82%). Moreover, the MSPs increasingly focus on emerging areas such as Cloud Security Posture Management (CSPM, 49%) and eXtended Detection and Response (XDR, 38%).

End-Customer Reach: The Top 100 Vertical Market MSPs now manage more than 6.1 million users across their customer sites as of 2021, up from 3.1 million in 2020.

Top 10 Strategic Technology Partners: MSPs consider their top vertical market technology partners to be Microsoft (46%), ConnectWise (18%), Datto (18%), Cisco Systems (15%), Dell Technologies (14%), Ingram Micro (13%), Amazon Web Services (10%), SentinelOne (10%), Fortinet (9%) & Tech Data (7%).

blueAPACHE was ranked among the top global MSPs for the Not for Profit sector

“The last few years have brought fundamental changes to the workplace, and it emphasizes how valuable IT services and infrastructure management are to maintaining business continuity,” said Chris Marshall Founder and Managing Director of blueAPACHE. “The global recognition from ChannelE2E reinforces our dedication to support our clients, providing solutions to deliver on their organisational mission.” “ChannelE2E and CyberRisk Alliance congratulate blueAPACHE on this honor,” said Amy Katz, executive VP and general manager of ChannelE2E, a CyberRisk Alliance resource. “Businesses worldwide increasingly outsource their most critical security, business automation and IT management requirements to the world’s Top 100 Vertical Market MSPs.” The ChannelE2E Top 100 Vertical Market MSPs list and research are overseen by Joe Panettieri (@JoePanettieri), executive VP and editorial director of ChannelE2E. Find the online list and associated report here:

<http://www.channelE2E.com/top100> About blueAPACHE Since 1998, blueAPACHE has been helping organisations access technology to their business advantage. We achieve this by providing IT management, IT strategy and converged IT services to clients across Australia, New Zealand, Asia and North America. blueAPACHE is renowned for helping organisations grow by removing the IT capital investment required to fund expansion. By delivering IT as a Service, blueAPACHE has revolutionised the way organisations access technology and communications with affordable solutions that provide true scalability, elasticity, and agility. Our team of industry specialists work together to provide outstanding solutions to the complex technology problems. In addition to taking ownership of our clients’ IT challenges, we also leverage technology to improve business performance, align strategy, and drive their business objectives. With technical expertise, experience and infrastructure, blueAPACHE are the ideal technology partner for organisations looking for a professional IT services partner that will enable them to free up capital expenditure and focus on their core business – knowing that their IT is aligned to their needs, tailored for their objectives and underpinned by a team of industry experts. About ChannelE2E ChannelE2E (www.ChannelE2E.com), a CyberRisk Alliance resource, is the leading digital destination for MSPs, IT service providers, channel partners and strategic investors seeking to maximize their business valuations, mitigate business risk and maximize security — from Entrepreneur to Exit. About Cyber Risk Alliance CyberRisk Alliance (CRA) is a business intelligence company serving the high growth, rapidly evolving cybersecurity community with a diversified portfolio of services that inform, educate, build community, and inspire an efficient marketplace. Our trusted information leverages a unique network of journalists, analysts and influencers, policymakers, and practitioners. CRA’s brands include SC Media, Security Weekly, InfoSec World, Cybersecurity Collaboration Forum, our research unit CRA Business Intelligence, the peer-to-peer CISO membership network, Cybersecurity Collaborative, and now Identiverse, ChannelE2E and MSSP Alert.

Related

emPOWER Security
emPOWER Security (pillar)
Advanced Infrastructure Managed Services
emPOWER Cloud
emPOWER Cloud (pillar)
emPOWER Managed Services (pillar)

Frequently asked questions

What ranking did blueAPACHE receive from ChannelE2E in 2022 and in what sector?

blueAPACHE was named among the world's Top 100 Vertical Market MSPs for 2022 by ChannelE2E, a CyberRisk Alliance resource, and was specifically ranked among the top global MSPs for the Not for Profit sector.

How much combined annual recurring revenue did the ChannelE2E Top 100 honorees generate in 2021?

According to the research cited in the post, honorees generated a combined \$3.05 billion in vertical market annual recurring revenue in 2021, up 42 per cent from \$2.14 billion in 2020.

Which managed security services did most of the ChannelE2E Top 100 MSPs offer, according to the post?

The research found honorees offered backup and disaster recovery (96%), endpoint detection and response (88%) and managed detection and response (82%), with growing focus on Cloud Security Posture Management (49%) and eXtended Detection and Response (38%).

What did Chris Marshall say the ChannelE2E recognition reinforced?

Founder and Managing Director Chris Marshall said the global recognition from ChannelE2E reinforced blueAPACHE's dedication to supporting clients and delivering on their organisational mission.

Is the information in this post still current?

No. It reports on a ranking and industry research from May 2022 and reflects our standing and the market data at that time; for the current position see the linked emPOWER service pages rather than treating this post as up to date.

Source

<https://www.blueapache.com/blog/blueapache-channele2e-top-100-msp/>

Knowledge Base

What recognition did you receive according to this press release?

We were named among the world's Top 100 Vertical Market MSPs for 2022, according to ChannelE2E, a CyberRisk Alliance resource.

In which vertical sector were you ranked among top global MSPs?

We were ranked among the top global MSPs for the Not for Profit sector.

When was this announcement published and where?

The announcement was published on May 3, 2022, in Melbourne.

How much combined annual recurring revenue (ARR) did the ChannelE2E Top 100 Vertical Market MSP honorees generate in 2021?

The honorees generated a combined \$3.05 billion in vertical market annual recurring revenue (ARR) in 2021, up 42% from \$2.14 billion in 2020.

What managed security services were most commonly offered by the honorees?

All honorees offered some form of managed security services, particularly backup and disaster recovery (96%), endpoint detection & response (EDR, 88%), and managed detection and response (MDR, 82%). Emerging areas included Cloud Security Posture Management (CSPM, 49%) and eXtended Detection and Response (XDR, 38%).

How many end-customer users did the Top 100 Vertical Market MSPs manage in 2021 compared to 2020?

The Top 100 Vertical Market MSPs managed more than 6.1 million users across their customer sites as of 2021, up from 3.1 million in 2020.

Who are the top strategic technology partners cited by the MSPs in this research?

The top strategic technology partners cited were Microsoft (46%), ConnectWise (18%), Datto (18%), Cisco Systems (15%), Dell Technologies (14%), Ingram Micro (13%), Amazon Web Services (10%), SentinelOne (10%), Fortinet (9%), and Tech Data (7%).

What did Chris Marshall, Founder and Managing Director at blueAPACHE, say about this recognition?

Chris Marshall said, "The last few years have brought fundamental changes to the workplace, and it emphasizes how valuable IT services and infrastructure management are to maintaining business continuity. The global recognition from ChannelE2E reinforces our dedication to support our clients, providing solutions to deliver on their organisational mission."

What did Amy Katz of ChannelE2E say about your honor?

Amy Katz, executive VP and general manager of ChannelE2E, said, "ChannelE2E and CyberRisk Alliance congratulate blueAPACHE on this honor. Businesses worldwide increasingly outsource their most critical security, business automation and IT management requirements to the world's Top 100 Vertical Market MSPs."

Who oversees the ChannelE2E Top 100 Vertical Market MSPs list and research?

The ChannelE2E Top 100 Vertical Market MSPs list and research are overseen by Joe Panettieri, executive VP and editorial director of ChannelE2E.

Since when have you been operating, and what services does it provide?

Since 1998, we have been helping organisations access technology to their business advantage by providing IT management, IT strategy and converged IT services to clients across Australia, New Zealand, Asia and North America.

What is ChannelE2E and who publishes it?

ChannelE2E (www.ChannelE2E.com) is a CyberRisk Alliance resource and is the leading digital destination for MSPs, IT service providers, channel partners and strategic investors seeking to maximize their business valuations, mitigate business risk and maximize security — from Entrepreneur to Exit.

What is CyberRisk Alliance and what brands does it include?

CyberRisk Alliance (CRA) is a business intelligence company serving the cybersecurity community with services that inform, educate, build community, and inspire an efficient marketplace. CRA's brands include SC Media, Security Weekly, InfoSec World, Cybersecurity Collaboration Forum, CRA Business Intelligence, Cybersecurity Collaborative, Identiverse, ChannelE2E and MSSP Alert.