

Case Study:

Streamlined automation. Strategic awareness. Security culture that sticks.



The Client

Advantari Digital Solutions

Ahmed Albalooshi
CEO



Advantari Digital Solutions is a forward-thinking MSP based in Bahrain that specializes in digital transformation and cybersecurity excellence. Under the leadership of Ahmed Albalooshi, the company delivers comprehensive services including CISO/CTO/DPO-as-a-Service, cybersecurity assessments, digital consultancy, and custom software development.

Serving clients predominantly in the finance, insurance, and investment sectors, Advantari takes a strategic and layered approach to cybersecurity. They align with rigorous standards like ISO 27001, NIST, and Central Bank of Bahrain requirements, delivering everything from governance documentation and risk assessments to security posture enhancement roadmaps and architecture reviews.

For Advantari, cybersecurity isn't just about technology – it's about building a security culture that prioritizes secure, scalable, and compliant solutions.

The Challenge

Teaching security, not just testing it

"We felt that awareness was lacking as the tests focused more on identifying victims rather than teaching them how to spot phishing attempts."

Like many MSPs delivering comprehensive cybersecurity services, Advantari recognized that traditional security awareness training wasn't delivering the results their clients needed. Their existing phishing simulation platform focused primarily on testing users to see who would fall victim to phishing attacks, rather than genuinely educating them.

The team faced several persistent challenges:

- Time-consuming manual reporting on user training completion
- Difficulty measuring the actual effectiveness of awareness training
- Limited teaching capabilities that left users vulnerable after testing
- Administrative overhead in assignment management and tracking
- A "gotcha" approach that identified problems without solving them

Most importantly, Advantari's philosophy centered on building strong security cultures through positive reinforcement, not punishment. They needed a solution that would teach users how to recognize and respond to threats effectively, rather than simply catching them making mistakes.

The gap was clear: clients needed genuine security awareness education, not just periodic testing that left them no better equipped to handle real threats.



The Solution

Positive reinforcement meets seamless automation

"The thought process behind the company and platform is rooted in a commitment to innovative cybersecurity solutions that prioritize positive reinforcement and proactive risk management."

When Advantari discovered CyberHoot through a Google search, they immediately recognized the alignment with their security philosophy. CyberHoot's approach wasn't about catching users making mistakes, it was about building genuine security awareness through positive reinforcement.

The implementation couldn't have been simpler:

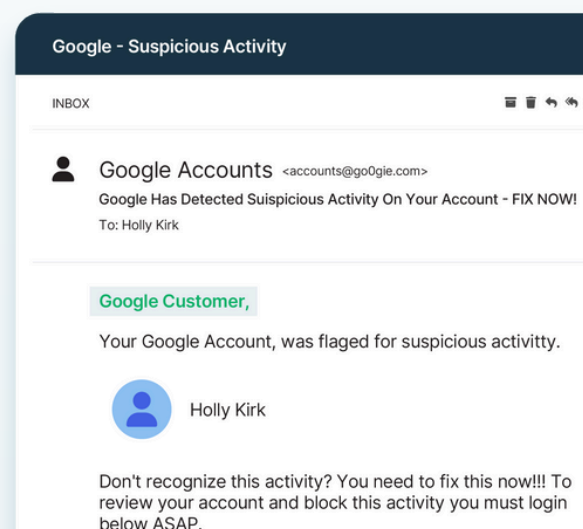
"Extremely Easy"

CyberHoot's platform provided Advantari with exactly what they needed:

- Automated assignment-based phishing simulations that teach rather than trick
- Seamless onboarding processes for new clients
- Comprehensive compliance reporting with minimal manual intervention
- A positive reinforcement model that builds security culture
- Integration capabilities that fit seamlessly into their existing service stack

The platform's philosophy aligned perfectly with Advantari's approach: building a strong security culture by teaching users how to recognize and respond to threats effectively, rather than simply testing their vulnerability.

For an MSP focused on strategic cybersecurity consulting, CyberHoot became the missing piece that transformed their human-centric security offerings from reactive testing to proactive education.



✓ This is a suspicious SENDER and you knew it!

The Results

Automated efficiency, enhanced client value

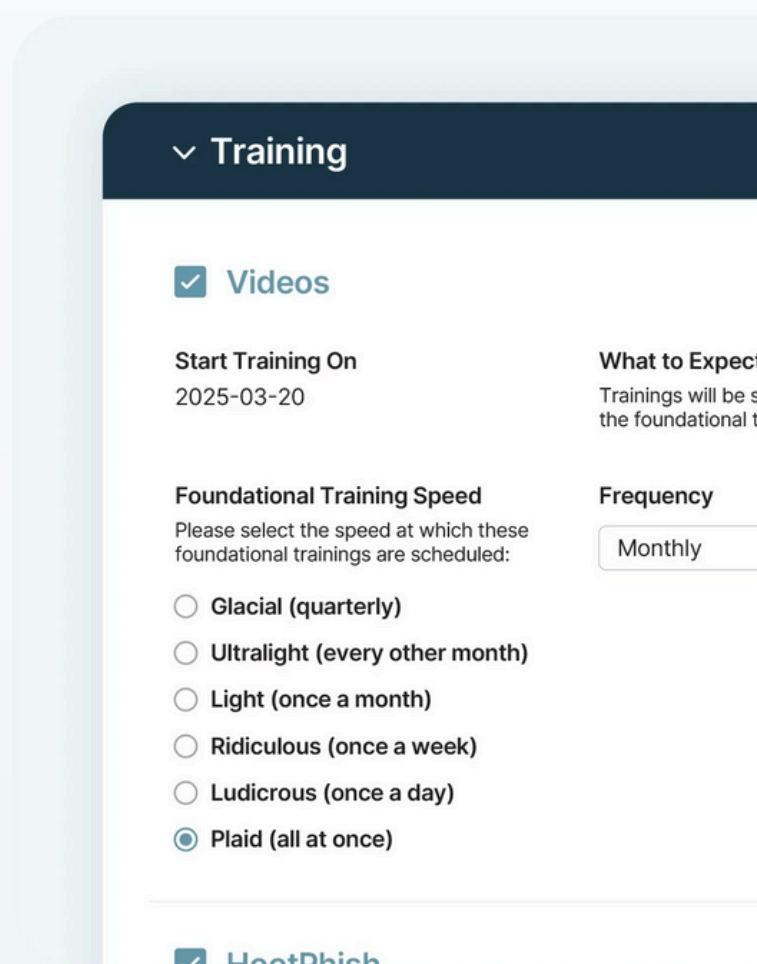
"CyberHoot has been a game-changer for us - simple to deploy, highly effective in raising awareness, and a great fit for MSPs looking to strengthen client security postures without adding complexity."

The shift to CyberHoot immediately transformed Advantari's security awareness delivery:

- **Significant time savings** through automated assignment and reporting
- **Seamless client onboarding** that requires minimal MSP intervention
- **Enhanced teaching capabilities** that genuinely improve client security posture
- **Streamlined compliance reporting** that satisfies regulatory requirements
- **Scalable awareness training** that grows with client needs

The automation proved particularly valuable for an MSP juggling multiple high-stakes clients across finance and insurance sectors. Instead of spending hours preparing manual reports and managing training assignments, Advantari could focus on higher-value strategic consulting.

"CyberHoot is a cornerstone of our human-centric cybersecurity strategy. It enables us to deliver automated, assignment-based phishing simulations and awareness training that are easy to deploy and manage."



The Results Continued...

The positive reinforcement model has become integral to Advantari's service philosophy, enabling them to build genuine security cultures within client organizations rather than simply identifying vulnerabilities.

Looking ahead, Advantari sees CyberHoot as essential to its growth strategy:



"CyberHoot will help us scale security awareness as we grow - making it easy to onboard clients, meet compliance needs, and deliver measurable value without adding complexity."



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The platform has become so central to their offering that Advantari is already exploring advanced features like customized region-specific attack simulations and response services for clients when users report actual phishing emails.

For Advantari, CyberHoot represents the perfect balance: sophisticated cybersecurity education that builds lasting security awareness, delivered through a platform simple enough to scale across their growing client base.

Summary

Challenge

- *Traditional phishing platform focused on testing rather than teaching*
- *Time-consuming manual reporting and assignment management*
- *Limited effectiveness in building genuine security awareness*
- *"Gotcha" approach that identified problems without solving them*
- *Need for positive reinforcement aligned with company philosophy*

Solution

- *Automated assignment-based phishing simulations with teaching focus*
- *Seamless client onboarding and integration capabilities*
- *Positive reinforcement model that builds security culture*
- *Comprehensive compliance reporting with minimal manual intervention*
- *Platform philosophy aligned with strategic cybersecurity approach*

Results

- *Significant time savings through automation*
- *Streamlined compliance reporting and client onboarding*
- *Enhanced teaching capabilities that genuinely improve security posture*
- *Scalable awareness training that grows with business*
- *Foundation for future growth and advanced security services*

"CyberHoot has been a game-changer for us - simple to deploy, highly effective in raising awareness, and a great fit for MSPs looking to strengthen client security postures without adding complexity."

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CEO



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