

## How a partnership with GoldSky helps iVenture provide **top-tier cybersecurity support** to their clients, **extend the range** of solutions they offer, and **collaborate with a company** who shares their same client-first values



"It always benefits our clients to offer them the most complete solution for their needs, even if a portion of that solution we're not delivering ourselves. Our partnership with GoldSky allows us to offer cybersecurity support and expertise to our clients and facilitate a better and more complete solution overall."

**Alan Schwartz**  
President, iVenture  
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When iVenture became interested in a client partnership with GoldSky Cyber Security Solutions, they were no stranger to GoldSky's presence — and expertise — in the cybersecurity industry.

As an IT company who provides managed services that include end-to-end IT and supplemental IT support, **iVenture had acquired several clients who had already engaged GoldSky for their cybersecurity needs.**

And while iVenture always maintains cybersecurity as a main focus in their offerings, **they liked that GoldSky**

**provided features like forensics and auditing** — components of security work that should only be completed by those who don't maintain the infrastructure.

"As a technology company, we know the importance of cybersecurity and it's something we've always been mindful of and taken care of for our clients," said Alan Schwartz, iVenture's President. "However, **cybersecurity can be very muddy and complex work, and we'd seen that GoldSky had a great range of knowledge** and was doing a great job of creating effective solutions."

So, iVenture began to refer their clients who had more complex security needs — like increasing their compliance or preparing for an audit — to GoldSky, and eventually decided that an official partnership was in order.

“We’d already recognized that we had a lot of clients in common,” Alan said. **“It made good sense to partner with them so that we could extend the services we offer.”**

“We do the security-related technology work on our own, and we’re happy to do the legwork and the management and even some of the remediation that helps our clients become more compliant, but **we want a third-party expert to help them prepare for an audit or go through the full process to obtain a new compliance.**”

**“Most of all, we want our clients to be taken care of in the best way possible — because ultimately that’s our primary concern — but we also want to know that we’re doing the right things and engaging the best people in order to make sure that happens.”**

Alan said one of things he appreciates most about their partnership with GoldSky is the common values both company’s share.



“Both iVenture and GoldSky have a “client first” mentality,” Alan said. “We aren’t just here to sell our clients a product — we’re here to come up with the very best solution for their needs. GoldSky believes the same thing. Their goal is to service a company to the highest of their ability and to meet their needs in the most thoughtful way they can.”

“We also have the same sense of urgency in our approach. **We don’t want to wait and see what happens — we want to put our heads together and start taking action on the best solution.** GoldSky





**“Jonathan had our same sense of urgency,** a desire to take immediate action and protection, and the willingness to make swift decisions and then take action on them. He definitely matched our culture.”

Alan said that along with the huge benefit of being able to offer a wider breadth of services to their clients, **their partnership with GoldSky also allows them access to cybersecurity experts that are truly top-tier** — perks that would benefit any company who needs a cybersecurity partner.

operates this way, too, and it’s these shared values that help us work so well together.”

Alan said iVenture uses GoldSky for their own cybersecurity needs, and said that **shared value of urgency was obvious in 2021 when they were at risk from a state-sponsored cyberthreat called Hafnium.**

“[GoldSky managing partner] Jonathan Cox was up with us for hours working through that whole problem and figuring out how we could best protect our clients,” Alan said. “It was a 0-day thing where no one had any information and we were all just doing the best we could with the info we had coming at us in the moment.

**“Security is a complex industry,” Alan said. “One of the biggest pieces of value I see in GoldSky is the breadth of knowledge that they have about cybersecurity in general — as well as the lengths to which they go to make sure things are taken care of properly for our clients.**

“Whether it’s compliance audits, incident response, or anything else, they’re always looking for how they can do the most high-quality and thorough job they can.”



To learn more about GoldSky and how a partnership can benefit *your* business, [click here.](#)