



# NEOSCOPE

*Security-focused. Client-driven.*



TIMOTHY MARTIN, FOUNDER AND CEO

Organizations do the best they can with what they have in managing their information technology systems. Too often, though, those systems are antiquated, locked into an infrastructure that is not growing with the company—or worse—unsecure.

This is where Neoscope comes in. The Portsmouth, N.H.-based company provides enterprise security-focused IT services for organizations in the public and private sectors.

“It doesn’t matter if you have a staff of 20 or 2,000, if you’re a local nonprofit or small-to-mid-market organization—you and your company deserve enterprise-level IT and security services,” said Neoscope founder and CEO Timothy Martin.

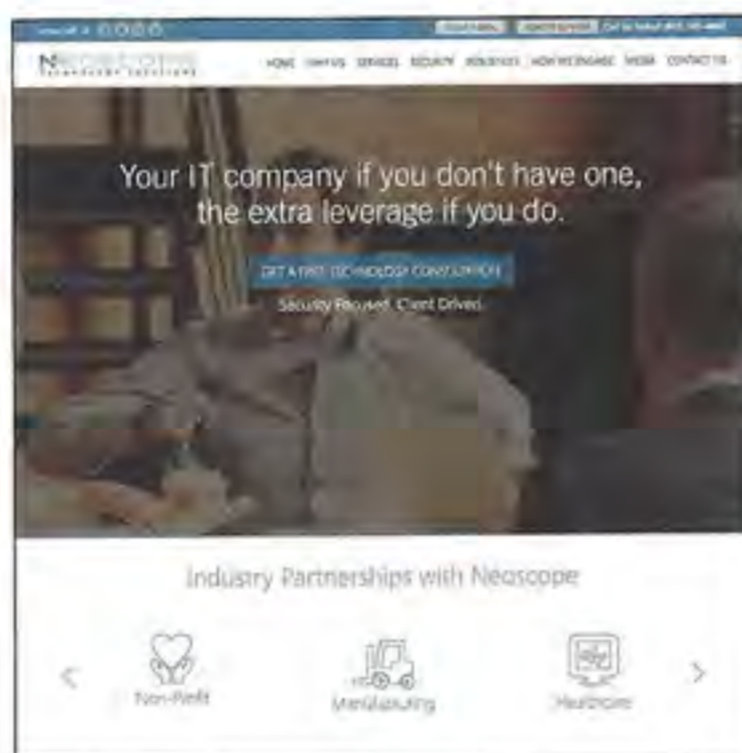
Martin founded Neoscope after working for several years at a “break-fix” IT company where “the business was profiting from its clients’ pain. I saw a fundamental flaw in that business model,” he said.

In starting Neoscope in 2006, he sought to align his company’s best interests with those of his clients, by using a proactive IT model to keep clients’ IT systems up and running, and by charging a flat rate, as opposed to an hourly formula, for its suite of services.

“When you’re paying \$500 one month, \$1,000 the next, you can’t budget for services like that,” Martin said. “It took some time to educate the marketplace on our model, but we’ve found our clients are really responding to the managed-services model.”

Neoscope has redesigned its service model in the last few years, leading with

enterprise IT security, following up with project services to address any security issues, then engaging in a proactive managed-services relationship that includes 24/7, 365 monitoring of the network, as well as help desk services.



Neoscope’s virtual chief security officer services and its Shield Managed Security Service can help a company be proactive in the near term while developing long-range goals. “I believe we’re the only IT services provider in the state that has a full-time chief security officer and is offering proactive, comprehensive security services,” Martin said.

And it sounds like these services are really resonating with clients.

Neoscope has seen growth of about 35 percent annually since inception. In 2015, however, its redesigned strategy to help businesses with security concerns helped revenues jump 125 percent.

With even more opportunities on the

horizon, Martin has turned to Vested for Growth to help him grow Neoscope to the next level. “The great thing about VFG is that it does more than just help provide financing. It’s a true partner for our business,” he said.

With a crew of just 18, Martin has found that smallness has been an advantage. Clients have complained that they felt lost in the shuffle with larger IT companies, he said. “We provide them with a team that is an extension of theirs and build true partnerships with businesses in our community.”

“Many people compare a business to a sports team, but for me, a business is more like a band,” said Martin, a longtime keyboardist for area music groups. “Leadership, adaptability, solo and team approaches, helping each other shine, being socially conscious and community-focused are all traits that we see that relate to bands. We strive to continually align our goals with our clients’ missions to keep the music flowing.”



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