



Advania Turned Chaos into Confidence with Nanitor

Advania is a leading IT services provider in Northern Europe. It's hosting and managed services division in Iceland had been using a vulnerability management tool that was complex, expensive, and difficult to implement.

Advania plays a significant role in Iceland's IT landscape. As a hosting provider, they manage and secure hundreds of client servers. Advania's commitment to strong security meant they needed a vulnerability management tool that worked for them. Advania evaluated multiple security tools, and Nanitor came out on top with its simplicity, ease of use, and responsive support. Nanitor delivered what they needed — clearer visibility, easier management, and cost-effective security. It simplified their operations, helped them meet security commitments, and provided a true partnership that made security a strength rather than a struggle.

“The level of support and collaboration we've experienced has been invaluable. Nanitor listens, implements changes, and truly works with us to meet our needs... It's a single, straightforward product, and that makes a huge difference. Now, we can go beyond just patching critical vulnerabilities — we're proactively fixing security issues that aren't mandatory but still improve overall protection.



Skúli Axelsson | Team Manager | Advania



Challenges: Where things fell apart

Advania needed a security solution that was efficient, scalable, and easy to manage. Before Nanitor, they struggled with an existing tool that created more problems than solved. From lack of visibility to implementation roadblocks, they faced significant hurdles that slowed their progress.

Challenges

No Clear View of Security Across Clients. Managing vulnerabilities across different environments was messy and inefficient. Stuck With Using Hashtags for Clients. Advania needed a system designed for their needs that could separate clients and track security in a structured way. Implementation That Never Took Off. Advania spent two years trying to make its previous tool work, but it never reached a usable state. High Costs Without the Expected Value. With extra fees for features, costs kept climbing. They needed something effective but affordable.

Solution: A Better Way Forward

When Advania started looking for an alternative, they needed something that worked for an MSP — not just a large enterprise. Nanitor's platform gave them precisely that: a more straightforward, intuitive system that helped them streamline security management, improve efficiency, and enhance their overall service delivery for clients.

Solution

Simple Onboarding, Immediate Results. Nanitor was easy to deploy. Instead of waiting for results, Advania saw improvements right away.

Built for Hosting Environments. Advania needed constant vulnerability assessments for hundreds of servers. Nanitor made it simple to scan, track, and prioritize security fixes.

Going Beyond Basic Security. Initially, Advania focused on fixing only high-risk vulnerabilities (CVSS 7+). But with Nanitor, they've gone further.

A True Security Partner. Support made all the difference.

Results: Stronger Security, Less Hassle

Switching to Nanitor was more than replacing a tool — it was about redefining how Advania managed security. With clearer visibility, a cost-effective model, and a proactive approach, they now provide better customer protection while reducing the burden on their team.

Results

Full Visibility, No Gaps. Advania has a real-time view of security across all client environments for the first time.

Better Value, Lower Costs. Nanitor provides better results at a fraction of the cost of their previous tool.

Preparing for the Future. With vulnerability management running smoothly, Advania focuses on security configurations for even greater resilience.

Setting a Higher Standard. Advania isn't just meeting compliance standards—they're leading the way in proactive security. They've raised the bar for MSPs in Iceland so their clients get the best protection available.

The Bigger Picture: A Smarter Security Approach

Advania's journey proves that choosing the right security partner changes everything. By focusing on usability, efficiency, and collaboration, they've strengthened security for hundreds of customers. With Nanitor, they are now positioned as a leader in proactive security management and can assure long-term client resilience. Advania has set a new standard for what effective security should look like. Their ability to identify and address vulnerabilities before they become threats has helped them build greater trust with their clients.



Nanitor is a powerful cybersecurity management platform focusing on hardening security fundamentals across your global IT infrastructure. The platform provides unique visibility and control of your security challenges that stakeholders can trust, at a fraction of the cost and time of alternatives.