

Should you look at Cyber Essentials once a year, or as a constant part of support?



Cyber Essentials is more than a certificate. It shows funders, clients and partners that you're serious about protecting data and reducing risk. For charities it can unlock grants, for manufacturers it can keep supply chains open, and for professional services it's often the difference between winning or losing work.

At Andisa, we've built a proven path to certification. The only question is how you want to get there: **a one-off project or an ongoing managed service.**



The One-Off Project Approach

For some organisations, a project-based approach fits best.

We start with a survey of your IT security maturity, based on IASME's current questions. From there we confirm how many consultancy days are needed, then guide you through policies, security tools, installation, and finally the IASME questionnaire in your name.

Case study: A Yorkshire Cathedral

With 150 users and many volunteers using their own devices, the Cathedral needed Cyber Essentials to reassure donors. As a grant-funded organisation, they chose a one-off project. It worked — but each year brings the same challenge again.

Advantages:

- Defined project with a clear end point
- Suits grant-funded or budget-limited organisations
- No ongoing contract

Disadvantages:

- Larger upfront cost (£3,500–£6,000 + application fee)
- Stressful annual cycle — rules change, costs repeat
- Often left until the last minute
- If certification fails, the client pays the re-application fee



The Ongoing Subscription Approach

For our Managed IT Support clients, we offer Cyber Essentials as part of a monthly subscription — typically around £100 per device per year (e.g. £200 a month for a 25-device organisation).

Because we already manage your IT, the cost is lower than repeating one-off projects. And if certification fails, we pay the second application fee.

Case study: A Loss Adjuster

With ten internal staff and a network of contractors, compliance wasn't just a tick-box — it was critical for winning work. With our subscription, certification is now part of day-to-day IT management, not a once-a-year scramble.

Case study: A Harrogate Manufacturing Client

With 25 devices, this client benefits from our regular engineer walk-arounds. Cyber training for staff is delivered alongside technical checks, embedding security as culture, not paperwork.

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By adding our trusted product stack — Heimdal (for antivirus, patching, encryption, and spam filtering), Intune for device management, Entra for conditional access, Unifi networking with automated firmware updates, and Hornet and Dropsuite cloud backups — clients make compliance far simpler and more reliable. For most of our Managed IT Support clients, these tools are already in place as part of their service. Where they aren't, we'll recommend them, because together with our consultancy they create a proven, near-guaranteed path to certification.

Advantages:

- Predictable monthly cost
- Rules and requirements absorbed — no hidden surprises
- Staff training and cultural change embedded
- Second application fee covered if needed
- Security is discussed at every Technology Business Review, giving board-level visibility and assurance of compliance
- Built on a trusted product stack that most of our Managed IT Support clients already have in place
- Lower total cost of ownership



Disadvantages:

- Only available to Managed IT Support clients
- Requires an ongoing commitment

Both approaches at a glance

	One off consultancy	Ongoing Subscription
Cost	£2k+ & application fee each year	~£100 per device per year, monthly
Commitment	Project Only	Continuous, part of support
Certification Risk	Continued cost as certification needs change	We cover all application fees
Culture	Once-a-year tick-box	Embedded training, board-level review & best practice
Predictability	Annual spikes	Smooth, fixed, monthly
Product Stack	Separate consultancy installs and configures tools	Most clients already have our trusted stack in place; recommended for near-guaranteed compliance

Which Route Is Right for You?

If you simply need to tick the compliance box this year, the one-off project works.

But if you want certainty, predictability, and peace of mind — where certification is just part of how your business runs — our ongoing subscription is the smarter choice.

Cyber Essentials isn't just an MOT. It's a journey. With us, it's a journey you don't have to take alone.

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