

Top Tech Firm Adds £115,000+ Recurring Revenue with CyberLab

Chess ICT rolled out Dark Web Monitor to their customer base in 2023.

Within 24 hours of integration, Dark Web Monitor crawled the dark web for every eligible domain, identifying a comprehensive history of data breaches.

By the time the trial period had ended, the system had identified compromised credentials for 79% of the domains monitored – proving the value of the service in the eyes of the user.

Chess ICT saw an opt-out rate of just 16%, enabling over £115,000 in monthly recurring revenue.

By utilising the whitelabeled marketing materials and automatic upsell campaigns provided to CyberLab Partners, Chess was able to upgrade a portion of their Dark Web Monitor users to the extended Control platform, further increasing revenue and providing additional value to their customers.

“CyberLab’s Dark Web Monitor has enabled us to provide our customers with a powerful service that helps them to identify and to manage online threats through a portal. Their simple onboarding process and whitelabeled marketing support have helped us to unlock new sources of revenue without compromising on our service. It also gives our customers access to additional services to help prevent further threats to their business”

– Andy O’Connor, Commercial Director, Chess ICT



10k+

Domains monitored for breaches



79%

of customers identified stolen data



£115k+

Recurring monthly revenue



84%

Customer retention rate