

Security Brigade InfoSec Pvt. Ltd. — Detailed Case Study

Cybersecurity | Mumbai | Leapswitch Dedicated Servers | 2+ Years

At a Glance

INDUSTRY	Information Security / Cybersecurity Consulting
COMPANY SIZE	51 to 200 employees
FOUNDED	2006, 18+ years in operation, Mumbai
TENURE WITH LEAPSWITCH	2+ years
PREVIOUS SETUP	Bare metal and global cloud provider
SOLUTION	Dedicated Servers, Hybrid Infrastructure, Mumbai DC
KEY RESULT	Faster support and deployment, compliance-ready infrastructure, significant service expansion

<1 Week Migration Time **2x Faster** Support & Deployment **80%** CSAT

Mission Critical Workload Type

Company Profile

Security Brigade InfoSec Pvt. Ltd. is a pure-play information security consulting firm founded in Mumbai in 2006. With 51 to 200 employees and 18+ years in operation, they are one of India's most respected names in cybersecurity, built on the conviction that great security audits come from great auditors, not expensive tools.

Their services span web and mobile application penetration testing, network VAPT, secure code review, CERT-In empanelled audits, ISO 27001, PCI DSS, and SOC 2 compliance. Clients include household names across BFSI, insurance, e-commerce, and enterprise technology, companies like Digit Insurance and Botree Software, operating at the highest levels of data sensitivity.

Their proprietary E.D.I.T.E platform powers their audit workflow, and their SaaS applications and internal tooling run on infrastructure they operate themselves. For a firm whose entire value proposition is security, the choice of infrastructure is never incidental.

The Problem

Security Brigade had been running a mix of bare metal and global cloud provider infrastructure. It worked technically, but it created a compliance and commercial tension that became harder to justify

as their client base grew.

The core issue was **data localisation**. Security Brigade's clients are Indian enterprises, banks, insurers, fintechs, many of whom operate under RBI, SEBI, and CERT-In mandates that require data to remain within Indian borders. Running infrastructure on global providers introduced ambiguity around where data physically resided and made audit conversations with clients more complex than they needed to be.

Beyond compliance, **global providers offered little flexibility** for a firm with non-standard, security-specific infrastructure requirements. Configuration changes, unusual setups, and rapid response needs were handled through generic support processes that did not suit a team running mission-critical security workloads.

They wanted to consolidate a significant portion of their server fleet onto infrastructure that was physically, verifiably in India, with a partner who could work with their requirements directly.

Why They Chose Leapswitch

Security Brigade found Leapswitch through PPC ads and ran no major competitive evaluation.

Three factors drove a fast decision:

- ✓ pricing that made sense
- ✓ the flexibility to handle complex and non-standard requirements without bureaucracy
- ✓ Leapswitch's local Mumbai presence with established credibility in the dedicated server market.

The quality of the relationship with the Leapswitch sales and support team was flagged by the founder himself as a defining factor.

What We Delivered

- ✓ **Dedicated servers in Mumbai** data centre (full India data localisation)
- ✓ **Hybrid infrastructure** covering Production and UAT environments for SaaS applications and security tooling
- ✓ **ISO, SOC 2, and government compliance-aligned infrastructure**, enabling clean client audit conversations
- ✓ **Direct, flexible support** for non-standard configuration requirements with no rigid product catalogue
- ✓ Full migration from global providers completed in under one week
- ✓ Significant expansion of services post-onboarding as the relationship deepened

The Results

- ✓ **Data localisation** achieved
- ✓ **40% Faster** deployment and support response
- ✓ **Infrastructure scalability** improved
- ✓ **Mission-critical workloads running stably** in production

In Their Words

"We recently moved a chunk of our servers from global providers to Leapswitch. We're a dedicated server customer and have been very happy with the sales team (Vikas) and the support team. They're always willing to be flexible and work with us through challenging requirements. Strongly recommend."

— Yash Kadakia, Founder and CTO, Security Brigade InfoSec Pvt. Ltd.

The Bigger Picture

Security Brigade's story highlights a compliance reality that affects every Indian infosec firm, CERT-In auditor, and security-first SaaS company. When your clients are regulated Indian enterprises, your own infrastructure needs to hold up to the same scrutiny you apply to theirs. Global providers cannot guarantee data residency in a way that satisfies a SEBI or RBI audit trail. Indian dedicated servers with documented localisation remove that problem entirely.

There is also a less-discussed operational insight here. A security consultancy's infrastructure requirements are rarely standard. Isolation needs, specific network configurations, custom setups for testing environments. Working with a provider who knows your setup, stays flexible on complex requirements, and responds without a ticket queue is worth far more than a feature comparison sheet.

If your firm provides security services to Indian enterprises and your infrastructure is still running on global clouds, Security Brigade's story is worth understanding.

Need India-based infrastructure that meets your compliance requirements? Talk to the Leapswitch team