

How Salt Standardised Microsoft 365 Security Assurance Across Every Managed Tenant with Overe

Salt is a multi-award-winning Microsoft Direct Cloud Solution provider based in Windhoek, Namibia, helping businesses across southern Africa optimise and protect their technology environments since 1998. As the number of managed Microsoft 365 tenants grew, the team needed a consistent, repeatable way to assess and maintain M365 security posture across every customer environment.

CHALLENGE

As Salt's customer base grew, maintaining consistent visibility across multiple Microsoft 365 tenants became increasingly challenging. Each tenant required individual assessment, meaning engineers had to manually review configurations, security controls, policies, identities, and risk indicators across every environment. Assessment quality could vary depending on which engineer performed the review, introducing operational risk through knowledge concentration. Engineers were also spending significant time collecting data across multiple Microsoft portals and correlating findings, rather than focusing on remediation and customer engagement.

Key challenges:

- Consistent assessment quality dependent on which engineer performed the review
- Security knowledge concentrated in individuals rather than embedded in a repeatable process
- Engineers spending significant time collecting and correlating data across multiple Microsoft portals
- Translating technical findings into meaningful security conversations with clients required additional effort



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Location	Windhoek, Namibia
Focus	Microsoft 365 managed services across southern Africa

SOLUTION

Salt adopted **Overe** to standardise how it assesses Microsoft 365 environments, providing a consistent framework across all customer tenants. Instead of relying on manual, engineer-dependent reviews, the team can now evaluate tenants against a common set of security and assurance criteria, making assessments more repeatable and objective. **The platform identifies configuration gaps and security weaknesses faster than traditional manual methods, allowing engineers to focus on remediation and customer engagement rather than data gathering.**



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THE STRATEGIC PARTNERSHIP

This partnership has given Salt a consistent framework for **assessing, hardening, and monitoring** Microsoft 365 security across every customer tenant, **embedding security knowledge into a repeatable process rather than relying on** individual engineer expertise for every assessment.

"A platform such as Overe does not replace engineers; it amplifies their effectiveness. It helps standardise assessments, reduces repetitive effort, improves consistency, and enables teams to focus on remediation, customer engagement, and strategic security improvements rather than spending time gathering information."

- Presley van Neel (Technology Center Manager), Salt

RESULTS

- ✓ **Consistent assessment framework** applied to every customer tenant, regardless of which engineer performs the review
- ✓ **Security knowledge** embedded in a repeatable process rather than concentrated in individuals
- ✓ **Faster identification** of configuration gaps and security weaknesses across all managed environments
- ✓ **Engineers refocused** from data gathering to remediation, customer engagement, and strategic security improvements
- ✓ **Stronger foundation** for security conversations with clients, backed by measurable and consistent findings

By adding Overe to its practice, Salt has made Microsoft 365 security assurance more consistent, more scalable, and more valuable for both the team and the customers they serve.

WHY IT MATTERS?

For an MSP managing Microsoft 365 across a growing number of tenants, the risk of inconsistent assessments grows with scale. When security quality depends on who performs the review, knowledge gaps become operational risk. Overe gives Salt the structure to ensure every tenant receives the same standard of assurance, while freeing engineers to focus on where their expertise adds the most value.

READY TO SEE BY YOURSELF?

Get started now with Overe.

Get full platform access, Assess, Harden, Monitor, and Respond, on your own tenant with a 14-day free trial. No commitment beyond the 14 days.

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