

Cavelo Welcomes Channel Veteran Larry Meador as Channel Chief

Appointment Highlights Cavalo's Commitment to Channel Excellence and Growth in the MSP and MSSP Community

KITCHENER, ONTARIO, CANADA, January 23, 2025 /EINPresswire.com/ -- Attack surface management technology provider [Cavelo](#) Inc. today announced the appointment of Larry

“

Cavelo's dedication to delivering innovative technology and best-in-class customer service positions us as a true partner to MSPs and MSSPs.”

*Larry Meador, Channel Chief
at Cavalo*

Meador as its new Channel Chief. With over 24 years of experience and a proven track record of success in the channel, Meador brings unparalleled expertise and a deep commitment to fostering trusted partnerships with Managed Service Providers (MSPs), Managed Security Service Providers (MSSPs), and Value-Added Resellers (VARs).

Meador joins Cavalo following impactful tenures as Channel Chief at both Infima Security and DataStream Cyber Insurance. At DataStream, Meador spearheaded

partner growth, adding over 800 partners during his tenure. Recognized as a prominent figure in the channel, Meador has built relationships with thousands of MSPs and vendors while earning accolades such as CRN Channel Chief recognition (2023 and 2024) and numerous industry awards for his leadership and innovation.

As Channel Chief, Meador will lead Cavalo's partner strategy, forge new relationships, and expand the company's channel presence. “Having worked alongside Cavalo as an advisor over the past year, I've witnessed firsthand the incredible potential of the team and the platform,” said Meador. “Cavalo's dedication to delivering innovative technology and best-in-class customer service positions us as a true partner to MSPs and MSSPs. Together, we will help our partners grow their businesses and deliver unmatched data insights that transform how they support their customers.”

The company launched its channel program in [2022](#) and has since led with a channel-forward approach, emphasizing its dedication to the success of MSP, MSSP, and VAR partners.

Cavelo's innovative attack surface management platform—with capabilities in data classification, asset discovery, vulnerability risk management and identity access management—is designed to

empower channel partners to elevate their customers' cyber resilience and profitability.

"Larry's extensive experience, industry recognition, and trusted relationships in the channel reinforce Cavelo's commitment to being a partner-first company," said James Mignacca, CEO at Cavelo. "His leadership will be instrumental as we continue to scale our platform and help MSPs and MSSPs deliver actionable insights that enhance their customers' security posture."

Unlike other vendors that solely focus on identifying vulnerabilities, Cavelo empowers partners to quantify data risks and their financial impact. This approach enables MSPs to position themselves as trusted advisors, unlocking new growth opportunities and profitability. Cavelo's platform integrates seamlessly with popular third-party tools, offering partners a unified view to configure and address issues across their customer base.

In 2024, Cavelo was recognized as a market 'Challenger' and 'Outperformer' in the third annual [GigaOm](#) Attack Surface Management Radar Report¹. The Cavelo platform counts more than 40,000 active agents in MSP and MSSP environments, and across organizations operating in municipal services and the manufacturing, financial, legal and healthcare industries.

MSPs, MSSPs and VARs can learn more about Cavelo's partner program at: <https://www.cavelo.com/partners>



Larry Meador - Channel Chief at Cavelo



Cavelo Inc.



James Mignacca - CEO at Cavelo

1GigaOm Radar for Attack Surface Management (ASM), Chris Ray, February 22, 2024

About Cavelo

Cavelo is a trusted provider of attack surface management solutions purpose-built for the channel. Its consolidated attack surface management platform combines sensitive data discovery and asset discovery, identity access management, and risk-based vulnerability management to help MSPs, MSSPs and VARs deliver actionable insights that improve cyber resilience and drive growth. Visit www.cavelo.com to learn more.

Mandy Bachus

Cavelo

+1 844-969-1616

[email us here](#)

This press release can be viewed online at: <https://www.einpresswire.com/article/778983339>

EIN Presswire's priority is source transparency. We do not allow opaque clients, and our editors try to be careful about weeding out false and misleading content. As a user, if you see something we have missed, please do bring it to our attention. Your help is welcome. EIN Presswire, Everyone's Internet News Presswire™, tries to define some of the boundaries that are reasonable in today's world. Please see our Editorial Guidelines for more information.

© 1995-2025 Newsmatics Inc. All Right Reserved.