



Managed Service Provider Program

From your very first steps in IT security services provision to becoming a cybersecurity tycoon – we're behind you all the way!

Kick-start your security offering with easy-to-manage solutions and automated operations. Then grow your practice without limits - with Kaspersky you can add dozens of security services to your portfolio, upselling to clients as their requirements mature.

«Cybersecurity is probably the most important aspect for our customers at the moment. **The most important thing for us in a security partner is reputation and quality of product.** And in Kaspersky we found both»

Mark Allbutt, Technical Service Director, Probrand

Big opportunities with a reliable vendor

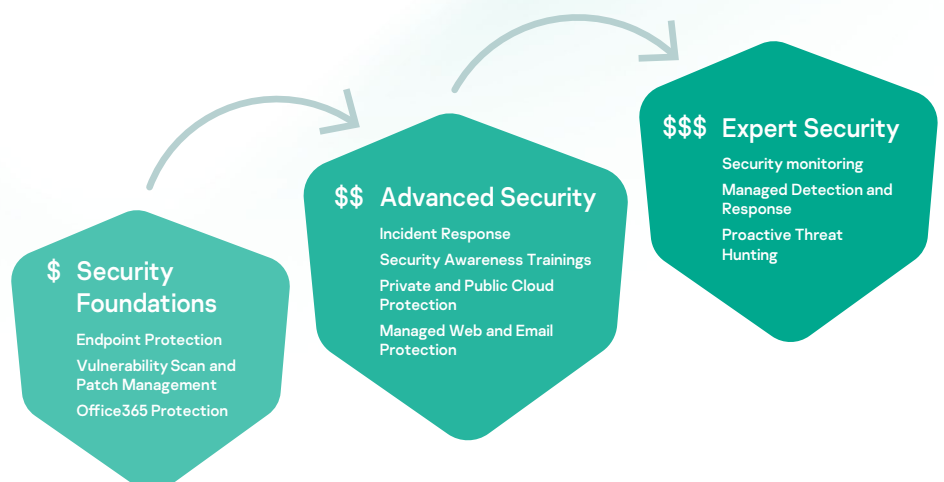
The Kaspersky MSP program means you can:

- Grow your business by offering and upselling a wide range of security services
- Increase sales revenues and attract new customers with industry-leading IT security that effectively combats even the most complex threats
- Stand out from the competition by providing unique customer-tailored services and threat intelligence.
- Do all this simply and effectively with no extra resources needed, and no additional hardware investment.

A single vendor with everything you need

Kaspersky's portfolio for MSPs includes flexible and powerful tools that mean you can secure, monitor and manage customer infrastructures at any level of complexity and sophistication. Whether your clients are asking for core endpoint protection or advanced managed detection and response - even threat hunting - you can do it all, and more, with Kaspersky.

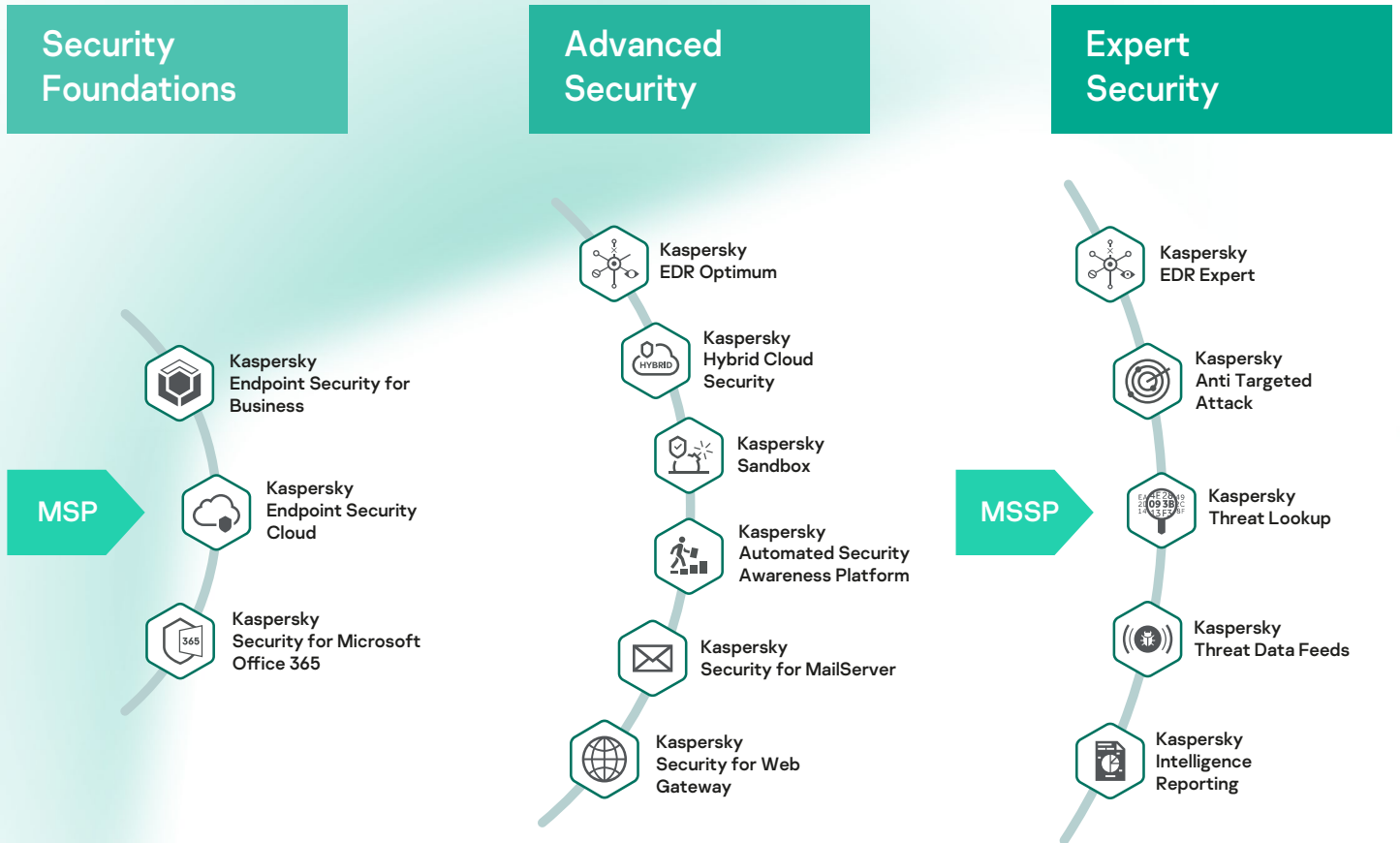
Like no other vendor, we offer a clear pathway for MSPs that you'll find easy to follow as you grow your IT security practice step-by-step, increasing your cybersecurity services profile, revenues and margins.



Security Foundations is the right choice for taking your first steps in offering IT security to clients. Just give it a try – you'll find protecting customer devices and their communication and collaboration processes surprisingly pain-free!

Advanced Security is ideal if you're looking to expand your range of cybersecurity services. Perhaps you're now ready to provide managed security monitoring, together with consultancy services like threat hunting, incident detection and response?

Our **Expert Security** level has been developed for cybersecurity pros working around the clock to provide comprehensive monitoring and a rapid response to the most sophisticated attacks, including Advanced Persistent Threats. If this is you – look no further.



Efficient service delivery and operations a reliable vendor

Managing multiple customers with limited resources can be tough. That's why Kaspersky product consoles provide flexible, simple admin capabilities, supporting both multi-tenancy and role-based access control for your customers' administrators. Kaspersky RMM integration means you can further boost your effectiveness with automated security scanning and updates, remote security client deployment and centralized security dashboards. To make your life easier and simplify complicated tasks through automated ticketing and billing, we also support major PSA platforms.

RMM integration

- ConnectWise® Automate™
- SolarWinds® N-central®
- SolarWinds® RMM

PSA integration

- Autotask® PSA
- ConnectWise® Manage™
- Tigerpaw® One

Benefits for Kaspersky MSP partners



Financial benefits

As a member of Kaspersky's MSP program, you'll enjoy flexible subscription licensing, volume discounts and comprehensive reporting, together with world-class support, including sales and technical training to help position you as your customers' strategic security partner. As a Kaspersky MSP, you can make use of:

- **Aggregated, tier-based pricing** for monthly subscriptions. The more you sell, the better your endpoint price and the less you pay
- **Pay-as-you-go billing** for monthly subscriptions on a daily basis and **annual billing** for annual subscriptions
- **Silver, Gold and Platinum Partner status** – all attracting higher margins
- **Wide-ranging upsell and cross-sell opportunities** across the whole Kaspersky portfolio



Kaspersky License Management Portal (LMP)

Streamline license ordering, management and reporting for subscription-focused resellers.

- Manage all your customers, licenses and billing through a single dashboard
- Choose between monthly pay-as-you-go or annual subscriptions, or a combination of both
- Spot up-sell opportunities revealed by customer usage reporting
- Use the same set of credentials across all Kaspersky portals on your way including Kaspersky Partner Portal, LMP and product consoles

Visit our LMP at lmp.kaspersky.com



Rapid technical support

- A choice of standard or premium technical support to prevent unexpected downtime
- A dedicated account manager, with MSP-specific expertise, on-hand to give advice
- Your critical issues solved with the highest priority
- Support for 5 premium incidents included when you join



Sales Support and Training

- Fast and efficient automated on-boarding
- On-line sales, technical training and product webinars to help turn your team into cybersecurity pros
- Plenty of ammunition, including dedicated product and marketing materials, thought leadership and competitive battle-cards

Why join the Kaspersky MSP Program

Boost profitability

Expand your range of security service offerings with Kaspersky's comprehensive portfolio

Increase your revenue per client with a myriad of upsell/cross sell scenarios

Enjoy better margins and aggregated billing discounts - so you get more revenue for the same effort

Increase your productivity

Simplify day-to-day management and operations with MSP-ready product consoles and 3rd party integrations

Reduce your vendor management overheads by consolidating with the unified security solution provider

Rely on a trusted vendor



#1 ranked vendor (of Top 11 vendors) by Canalys for channel satisfaction



Gartner Peer Insights Customer's Choice for Endpoint Protection Platforms

If you have any questions, please contact us at msp@kaspersky.com

Apply now to join the Kaspersky MSP Program

1. Register on the program at partners.kaspersky.com
2. Select a distributor in your region
3. Start placing your orders through LMP or your distributor's marketplace
4. Take our sales and technical MSP training
- 5. Welcome on board!**

Cyber Threats News: www.securelist.com
IT Security News: business.kaspersky.com
IT Security for SMB: kaspersky.com/business
IT Security for Enterprise: kaspersky.com/enterprise

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We are proven. We are independent. We are transparent. We are committed to building a safer world, where technology improves our lives. Which is why we secure it, so everyone everywhere has the endless opportunities it brings. Bring on cybersecurity for a safer tomorrow.

Know more at kaspersky.com/transparency



Proven.
Transparent.
Independent.