



# Kaspersky Hybrid Cloud Security for Service Providers

kaspersky

Digital transformation initiatives mean today's businesses can grow faster, becoming more efficient and competitive. As cloud adoption becomes widespread, more and more organizations are also turning towards service providers. Enterprises are looking for scalability, fast security delivery processes and high SLAs, while SMBs are wrestling with a lack of budgets and staff resources. Cloud adoption offers many benefits, including agility and greater efficiency, but these are balanced by increased security risk, governance issues, new regulations and costs. So what do customers really want? They want all advantages of moving to the cloud, without any of the downsides. And as a service provider you're there to make this happen for them.

## Ideal for service providers

Kaspersky Hybrid Cloud Security is designed to help you meet and exceed your customers' expectations.

With our cloud-native product, specifically designed for service providers with more than 100 virtual machines or instances, you can address all your customers' challenges and fully protect them against cyberthreats. Managing dozens and even hundreds of clients with thousands of instances through the single console means you can deliver higher than ever standards of customer satisfaction, without having to invest in additional resources.

So you can relax – knowing your customers are happy and secure – and enjoy all the benefits of an additional revenue stream.



### Enhance your portfolio

A product specifically designed to help customers with today's mainstream initiatives, such as cloud migration



### Easy integration

Using our implementation guide, you can easily integrate Kaspersky Hybrid Cloud Security into your infrastructure



### Multitenancy support

Full multitenant support enables straightforward security orchestration across dozens and hundreds of clients through a single console



### Flexible licensing

Monthly subscriptions with pay-as-you-go billing, annual subscriptions with annual billing or a combination of both – it's always your choice



### All-in-one console

Buy and manage subscriptions, view order reporting and access trials through the Kaspersky License Management Portal



### Help at your fingertips

Our technical knowledge base, training courses, webinars and marketing materials are all easily accessed in one place – the Kaspersky Partner Portal



### Additional benefits

As our partner, you can achieve specialization status, distinguishing yourself from your competitors

## Why Kaspersky Hybrid Cloud Security is a better fit for your customers



### Best-of-breed protection

Multi-layered threat protection proactively fights the broadest range of cyberattacks including malware, phishing, and more



### Optimum security performance

The platform-agnostic product provides outstanding protection without in any way compromising the full benefits of virtualization and cloud-based operations



### Regulatory compliance support

The product supports full compliance with cybersecurity regulations and reduces the number of routine manual tasks involved in ensuring adherence



### Whatever and wherever you want protection

The product integrates out-of-the box with AWS, Microsoft Azure and Google Cloud Platform, and supports a wide range of virtualization platforms



Public Clouds

Physical and Virtual Machines

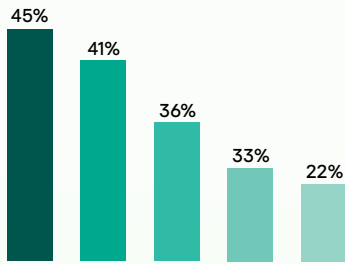
Microsoft

KVM vmware

citrix

# Why Kaspersky Hybrid Cloud Security is a better fit for your customers

## Service providers told us they were looking for:



- Competitive pricing
- Quality of protection in tests
- Ability to offer additional services
- Additional functions and products
- Quality of training and certification

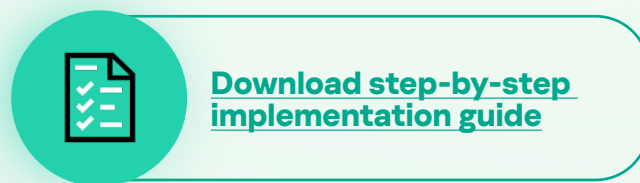
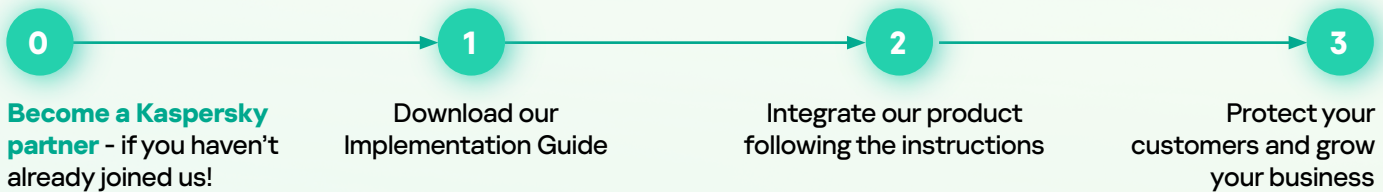
MSP market focus in 2021, Kaspersky

## So our offering includes:

- A flexible licensing model.
- Technologies under the hood that have been evaluated as most tested and most awarded with 518 first places from 2013.
- Managed Detection and Response (MDR) to take care about every corner of the infrastructure and counter evasive threats, Premium Support to resolve every issue in a most possibly effective way, and a number of Professional Services to extract the maximum benefit from your security solution.
- Ready integration with third-party technologies including SIEMs, and organically with Kaspersky solutions for EDR, security for storage etc – so that offering an expanded range of services you can offer comes naturally.
- Training and certifications programs developed by a worldwide Canalis Cybersecurity Leadership Matrix champion, and winner of Best MSP Program in MSP Innovation Awards Europe for the last 2 years in the row.

## You're just a few short steps from offering a new cloud security service

As an MSP, MSSP or CSP, you'll appreciate how easily you can integrate Kaspersky Hybrid Cloud Security into your infrastructure and deliver it as a service to your customers, addressing their needs and securing their cloud journeys with you.



IT Security for SMB: [kaspersky.com/business](https://kaspersky.com/business)  
IT Security for Enterprise: [kaspersky.com/enterprise](https://kaspersky.com/enterprise)  
Cyber Threats News: [www.securelist.com](https://www.securelist.com)  
IT Security News: [business.kaspersky.com/](https://business.kaspersky.com/)

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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.

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Proven.  
Transparent.  
Independent.