



Managed Service Provider Program

Ready to kick-start your MSP business, grow your existing practice or rise high above your peers? We can help you increase services and revenue every step along the way!

Get ahead with help from Kaspersky

- **Endpoint Protection Leadership:** Work with one of the highest performers in comparative independent tests and reviews
- **Profitability:** Achieve high margins with competitive monthly subscription models
- **Scalability:** Start anywhere from 10 devices and grow to 100,000 devices in a single management console
- **Breadth of protection:** Cover Windows, MAC, Android, iOS, Linux, VMs, Office 365, Vulnerability Assessments, Patch Management, Data Discovery, Shadow IT Mitigation, 24 x 7 Managed Threat Hunting and more
- **Ease of use:** Order and manage subscriptions easily with our enhanced License Management Portal

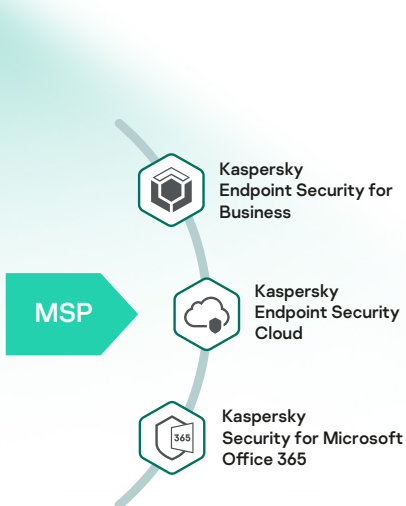
Keep growing your business

Security Foundations - 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!

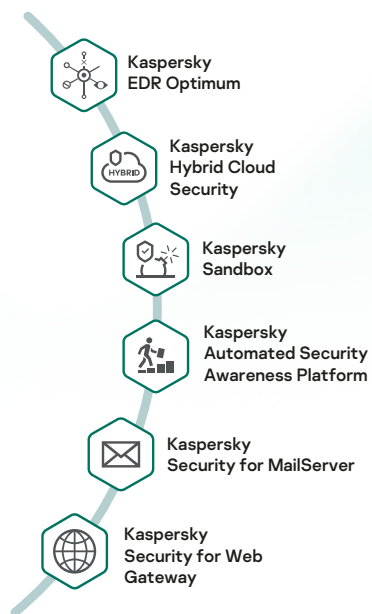
Advanced Security - Ideal if you're looking to expand your range of cybersecurity services. Are you ready to provide managed security monitoring, together with consultancy services like threat hunting, incident detection and response?

Expert Security - 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.

Security Foundations



Advanced Security



Expert Security



Kaspersky MSP Partner Benefits



Financial advantage

As a member of Kaspersky's MSP program, you'll enjoy flexible subscription licensing, volume discounts and comprehensive reporting. Add to that 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

Licensing and billing

- Enhanced License Management Portal (LMP): Streamlined license ordering, management and reporting for subscription-focused resellers
- Management for all your customers, licenses and billing through a single dashboard
- Choice of monthly pay-as-you-go or annual subscriptions or a combination of both
- Upsell opportunities revealed by customer usage reporting
- Same-use 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 assistance

- 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 collateral, including dedicated product and marketing materials, thought leadership and competitive battle-cards

Start growing your MSP business with help from Kaspersky

Questions? Contact us today at trevor.serebro@kaspersky.com.

MSP Program: kaspersky.com/partners
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-center



Proven.
Transparent.
Independent.