



# Kaspersky Lab Managed Service Providers partner program

## Today's opportunities. Tomorrow's growth.

With the global managed security services market projected to reach \$29.9bn by 2020, with a compound annual growth rate of 15.8% over the next five years\*, there's never been a better time to offer partners and clients the industry's most tested, most awarded security\*\* as a managed service.

Kaspersky Lab's MSP Program was created specifically to meet the needs of partners who want to grow their managed service offering in cybersecurity — without additional administrative overheads or resources.

From physical and mobile infrastructures to virtualized environments, Kaspersky Lab's comprehensive portfolio can be delivered on-premise or from the cloud. Kaspersky Lab's MSP Partner Program is designed to help MSPs start-up and run quickly, increase sales revenues and attract new customers.

With easy multi-tenant capabilities, our light-yet-powerful tools enable you to deploy and manage security solutions for all your customers from a single console, with no need for additional hardware. Flexible monthly subscription licensing, volume discounts and pay-as-you-go models are complemented by a world-class support system, including sales and technical training to help you position yourself as a trusted, strategic security partner to your clients.

## Kaspersky Lab security portfolio for MSP partners

Our security portfolio for MSPs includes flexible, powerful tools to secure, monitor and manage customer infrastructure — all from a single, easy-to-manage console. Deliver the next generation of cybersecurity solutions to your customers' physical and virtual infrastructure, on-premise or from the cloud.



Extend your managed service offerings with new security services built on Kaspersky Lab products:



### Kaspersky Endpoint Security for Business Advanced

Combining Next Generation security and flexible role-based management to enforce IT policies across endpoints and servers.

- Vulnerability scanning and patching help to substantially eliminate attack entry points.
- Extended management features and resource-optimized server protection drive efficiency, regardless of platform or internet connection.
- Cloud-enabled controls for businesses of all sizes lower exposure to attack on servers and workstations.
- Integrated encryption safeguards sensitive data and helps satisfy regulatory requirements.
- Automated cloning of secured system images saves time spent rolling-out systems and updating software.

\* Allied Marketing Services: Global Managed Security Services Market — 2013-2020

\*\* In 2017 Kaspersky Lab products participated in 86 independent tests and reviews. Our products were awarded 72 firsts and achieved 78 top-three finishes. Learn more about the tests [here](#).

**Integration with Remote Monitoring Management and Professional Service Automation systems.** Our security solution is integrated with the most popular RMM and PSA platforms – ConnectWise® Automate™, ConnectWise® Manage™, Autotask® and Tigerpaw® One. Boost the effectiveness of your IT teams with automated security scanning and updates, remote security client deployment and centralized security dashboards. Simplify complicated tasks with automated ticketing and billing processes. Access to these powerful tools is just a few clicks away – all you have to do is install the Kaspersky Security Integration Plugin.



### **Kaspersky Endpoint Security for Business Select**

Low footprint, high-performance protection. Powered by HuMachine™ intelligence for strong, Next Generation security for any environment.

- Centralized web, application and device controls reduce attack surfaces while mobile device management extends True Cybersecurity into the mobile platform.
- Multiple layers of protection, powered by machine learning, stop ransomware, exploits and future threats in their tracks.
- All security functions are controlled via a single management console that also acts as a central point for managing many other Kaspersky Lab applications.



### **Kaspersky Endpoint Security Cloud**

Protection that's quick to roll out, easy to run and requires no additional hardware investment.

- Manage security for multiple endpoints, mobile devices and file servers remotely, from anywhere, with our web-based cloud console.
- Default security policies developed by Kaspersky Lab experts provide immediate protection while the centralized console enables flexible, simple administration capabilities. All you have to do to get started with Kaspersky Endpoint Security Cloud is register.
- No additional or new security tasks to manage – you're up and running in minutes and protected immediately.



### **Kaspersky Security for Microsoft Office 365**

Effective protection for Office 365 email.

- Moving processes into the cloud brings flexibility and resource efficiency but it requires additional security besides what's already offered by the platform – especially when it comes to spam and malware. Using advanced heuristics, sandboxing, machine learning and other next-generation technologies, Kaspersky Security for Microsoft Office 365 protects mail from spam, phishing, malicious attachments and unknown threats.
- The cloud-based console allows service providers to manage clients' mail security easily while benefitting from the convenience of a single entry point shared with Kaspersky Endpoint Security Cloud.



### **Kaspersky Hybrid Cloud Security**

A flexible solution with multi-tenancy support that delivers superior protection for physical, virtual and public cloud workloads.

- The successor to Kaspersky Security for Virtualization, supports tight integration with major virtualization platforms and public cloud APIs.
- Delivers the correct balance of protection and efficiency for every scenario enabling service providers to manage client risks without diluting the benefits.
- In addition to ongoing support for VMware vShield and VMware vCNS, Kaspersky Hybrid Cloud Security fully supports NSX technology, adding more capabilities such as advanced network security, flexible reconfiguration and micro-segmentation support to multi-layered threat protection and system hardening.
- Leverages powerful workload discovery and management capabilities offered by integration with public cloud APIs.
- Provides protection for Docker and Windows Server 2016 containers.

## How do you start using Kaspersky Lab's MSP program? It's as easy as 1... 2... 3...

1. Become a Kaspersky Lab partner and get MSP specialization on the partnerportal. You'll need to accept an agreement online and provide basic information about your company. Once you're approved, you'll get access to the partner portal and the next steps...
2. Find a distributor in your region who's integrated with our ordering system — we did this to make automation, billing and licensing even easier for you. Simply choose the right distributor on the partner portal for instant access! Your distributor will give you all the tools you need for license management and billing.
3. Complete the technical training on the partner portal. To be able to deliver first-line support to your customers, you need to be able to answer their product-related questions. Your security console will provide all the information you need on security incidents and warnings, so even though you shouldn't expect too many customer questions, you'll be fully prepared.

That's it — you're now ready to provide security services to your customers. Any additional information or materials you need can be found in the dedicated MSP section of the partner portal. And stay tuned — we're always adding new and useful information for you.

## Program benefits

Created especially for MSPs, we understand your needs and are always receptive to your feedback. We're committed to helping you increase sales revenues and improve service utilization rates.

- **Flexible licensing** allow you to choose a monthly subscription option or pay-as-you-go. Because you own the product license, there's no need to spend time administrating contract renewals with customers — extending licenses is easy; no special action is required.
- **Increase sales revenues** with volume-based discounts — the more customers you have, the less you pay. Pricing depends on the total number of nodes of all customers. Sell more and gain bigger discounts.
- **Be even more efficient and grow your client base without needing to hire additional engineers.** With built-in best practices that drive operational efficiency, you'll improve your tech-to-device ratio and boost your bottom line. Increase your scalability and protect more endpoints with fewer headaches.
- **Improved usability.** Kaspersky Lab understands the importance of ease of use when it comes to security, and our design and usability specialists are closely involved in product development. By optimizing ease of use, we simplify the daily routine of IT administrators.
- **Fast start** with sales and technical security training. Position your business as a strategic security partner with customer education — we'll help you every step of the way. Access trial licenses to test and prove the quality of our solutions.
- **Become an SLA legend** and build trusting relationships with customers by providing first-line support. Kaspersky Lab standard and premium support options mean you'll always have access to fast resolution on critical issues, 24/7. Five premium support incidents are included with the MSP program (you can purchase more incidents).
- **Comprehensive partner sales and marketing materials,** including Kaspersky partner logo, email templates, sales guide and trainings, presentations and product collateral help you sell your services to existing customers and grow your new customer base.

**“Thank you for considering our MSP Partner Program! Through our focus, foresight, innovation, implementation and dedication, we develop and deliver security solutions that set the standard in managed security. We want you to achieve business success by working with us as profit partners, and we believe you’ll benefit from the program we’ve assembled for you! Happy selling!”**

– Eugene Kaspersky

## Kaspersky Lab MSP Program Requirements

Kaspersky Lab’s MSP Program was created exclusively for our service provider partners. New partners need to complete the registration process we discussed earlier; for existing partners who want to register as service providers, you can get MSP specialization. Both can be done on our partner portal <https://www.kasperskypartners.com/>.

To become a Kaspersky Lab MSP partner, companies should meet the following requirements:

1. Your company should provide IT services to customers. During the registration process you will be asked how many customers and nodes you manage and what IT services you provide to customers. Kaspersky Lab does not request detailed information about your customers. We respect your — and your customers’ — privacy. You also need to accept our agreement on the partner portal.
2. There must be a Kaspersky Lab integrated distributor available in your market. We have identified distributors working with service providers in your region and integrated with them to automate licensing and billing. You can find the list of distributors in your region on the partner portal.
3. You provide first-line support to your customers. We’ll help with technical training and a limited number of free premium supports for critical cases. Your technicians should complete the technical training before you start selling security services.

Should you require more information about Kaspersky Lab’s MSP Program, please refer to <https://www.kaspersky.com/MSP>

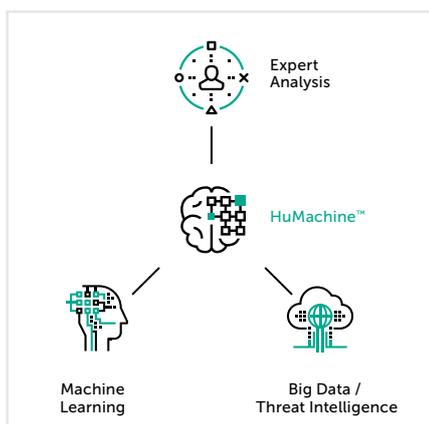
Ready to register? Please visit our partner portal <https://www.kasperskypartners.com/>

*Are you a small or medium-sized IT company?*

*Do you provide IT services to your customers like deployment, monitoring and maintenance?*

*Do you charge your customers monthly or have annual contracts with them?*

**It doesn’t matter whether or not you call yourself an MSP, you’re eligible for the Kaspersky Lab MSP program.**



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Kaspersky for Business: [www.kaspersky.com/business](http://www.kaspersky.com/business)  
Cyber Threats News: [www.securelist.com](http://www.securelist.com)  
IT Security News: [business.kaspersky.com/](http://business.kaspersky.com/)

#truecybersecurity  
#HuMachine

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