



Managed Service Provider Program

Increase revenue with value-added IT security offerings and exceptional service to beat the competition in a crowded MSP market.

Market Opportunities

61% of SMBs are now being hit by cyber-attacks every year¹

By 2019 there will be an estimate shortage of 2 million cybersecurity professionals worldwide²

Managed security services are now the fastest growing segment of the IT security sector³

By 2020, managed and subscription-based security services will account for half of the revenue generated in the cybersecurity category⁴

«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

Let us help grow your business

Kick start your security offering with easy-to-manage solutions, then grow your portfolio without limits, providing a wide range of services, from endpoint security to hybrid cloud protection. With Kaspersky you can add dozens of new services to your portfolio, upselling to clients as their requirements mature.

endpoint protection, secure mobility, mail security, web security, virtualization protection, cloud security, security awareness training and much more

We'll help you deliver

We'll support you in providing new services easily – with no extra resources needed.

And we'll help you turn your team into cybersecurity pros – developing their skills with our assistance.

We'll help increase your profitability

You'll be offering compelling IT security services that differentiate you, and which also increase your margins.

So many upselling opportunities

Start your security practice with basic services and have more options to upsell when it's time:

- Antivirus protection
- Advanced malware protection
- Endpoint hardening
- Ransomware protection
- Managed endpoint control
- Secure mobile management
- Anti-spam/anti-phishing
- Secure virtualization
- Secure Internet security access
- Employee security awareness and training
- and even more...

Be more effective

Boost your effectiveness with automated security scanning and updates, remote security client deployment and centralized security dashboards.

Simplify complicated tasks with automated ticketing and billing.

To make life easier, we support the major RMM and PSA platforms, including:

- Autotask®
- ConnectWise® Manage™
- ConnectWise® Automate™
- Tigerpaw® One
- SolarWinds® N-central®

Cloud and On-premises

Unlike other vendors, with Kaspersky you are free to choose:

- Cloud-based security – starting with zero investment
- On-premise security – delivering advanced management capabilities

¹ Source: Ponemon Institute

² Source: ISACA

³ Source: IDC

⁴ Source: Gartner

Our products for service providers

- Kaspersky Endpoint Security Cloud
- Kaspersky Endpoint Security for Business
- Kaspersky Security for Mail Server
- Kaspersky Security for Microsoft Office 365
- Kaspersky Hybrid Cloud Security
- Kaspersky Security for Internet Gateway
- Kaspersky Automated Security Awareness Platform

Licensing advantages

- Monthly subscription or annual subscription
- Trial period for any product

Support advantages

- Rapid technical support
- Support for 5 premium incidents included when you join
- Your critical issues solved with the highest priority

Increase your customer base – but not your overheads

- Choose reliability – with the most tested, most awarded vendor
- Manage multiple clients from a single window, with multi-tenant product consoles.
- Increase subscription-based revenue and retain customers by providing value added services.
- Enjoy aggregated tier-based and special pricing to help customers from any segment
- Take advantage of Kaspersky's global experience and support to start introducing new services and growing your expertise

License Management Portal (LMP)

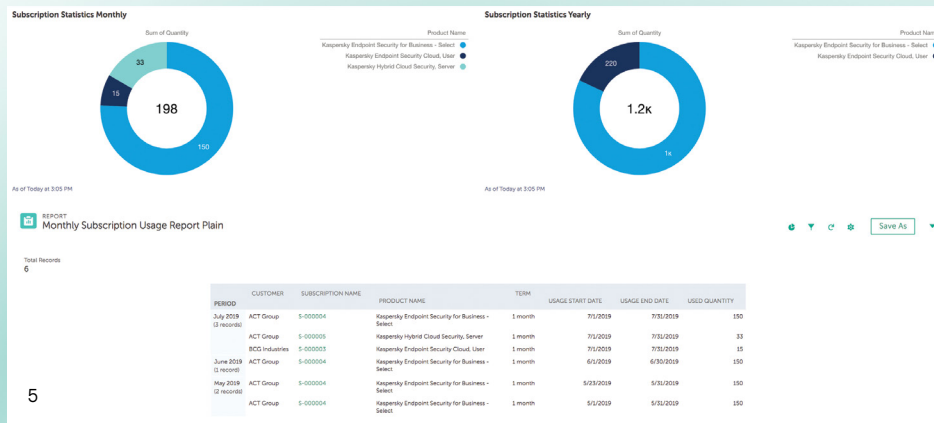
One portal for all your licensing needs.

- Manage all customers, licenses and billing through one centralized dashboard
- Create and manage licenses at any time
- Trial new products and up-sell to clients
- Enjoy direct access to the Kaspersky Endpoint Security Cloud product workspaces

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5 Mockup for your reference only

Apply now to join the Kaspersky MSP Program

1. Register at partners.kaspersky.com
 2. Select a distributor in your region
 3. Take the MSP training
- Welcome!

Want to talk?
Contact us at kaspersky.com/msp

Ready to enroll?
Register now at partners.kaspersky.com

Enjoy our support

- On-line sales, technical training and product webinars
- Product and marketing materials, thought leadership and competitive battle-cards

Become an SLA legend

Utilize our standard and premium technical support to avoid unexpected downtime.

Your dedicated account manager, with MSP-specific expertise, is always on-hand to give advice.

Sell what your customers want

Kaspersky is named as a Gartner Peer Insights Customer's Choice for Endpoint Protection Platforms.



Rely on the best

In 2018, Kaspersky products participated in 88 independent tests and reviews. Our products were awarded 73 first places and, achieved 77 top-three finishes.

kaspersky.com/top3

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.