

KASPERSKY LAB MSP PROGRAM

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-premises or from the cloud. Kaspersky Lab MSP Partner Program is designed to help MSPs increase sales revenue, start-up and run quickly and increase net new customers.

SECURITY SERVICES YOU COULD OFFER:



Kaspersky® Endpoint Security Cloud

- Quick to rollout, easy to run, no additional hardware investment
- Cloud-based console with multi-tenancy support
- Manages security for multiple endpoints, mobile devices and servers from anywhere



Kaspersky® Endpoint Security for Business

- Multi-layered on-premises complete security solution
- Integrated platform managed from a single console
- Easy scalability for service providers
- Secures the complete customer infrastructure, from mobile devices and desktops to servers



Kaspersky® Virtualization Security

- Multi-tenancy support for virtual environments
- Tight integration with major platforms
- Right balance of security and efficiency
- Support of VMware vSphere and NSX

BENEFITS FOR SERVICE PROVIDERS:

Flexible licensing:

- Monthly subscription option or pay-as-you-go
- No renewal required — you own the license
- Free trials and licenses for internal use

Increase your sales revenue:

- Volume based pricing: the more customers you have, the less you pay
- Gold, Silver and Platinum levels

Be efficient and grow your client base without needing to hire additional engineers:

- Built-in best practices
- UX-driven design enhances usability and simplifies routine tasks

Fast Start:

- Joining the program is as easy as 1..2..3
- Ready to use security solution set up by our security experts
- Sales and technical training
- 30-days free trial licenses

Be an SLA legend:

- You provide 1st line support, we provide 2nd line support
- 5 Premium incidents are included
- Critical issues are solved with the highest priority

WHY KASPERSKY LAB:

- Trusted by 400 million users and 270,000 organizations worldwide
- Home to the renowned Global Research and Analysis Team (GReAT)
- Gartner Magic Quadrant "Leader" for five straight years
- #1 in 60 independent tests and reviews—the world's most awarded cybersecurity!

PROGRAM REQUIREMENTS:

- You provide IT services to your customers
- Licenses must be purchased from a distributor integrated with Kaspersky Lab in your region
- You provide first line support to your customers. Technical certification is required

HOW TO START:

- 1 REGISTER ON OUR PARTNER PORTAL
- 2 SELECT A DISTRIBUTOR IN YOUR REGION
- 3 COMPLETE THE TECHNICAL TRAINING. THAT'S IT!