

3 ways OpenText Cybersecurity increases MSP service value to customers



The managed service market is a tough trade. To stay ahead of the competition and drive profit in the long-term, MSPs must protect their customers and deploy solutions that can solve evolving security challenges quickly. Partnering with OpenText Cybersecurity can help you achieve these goals. Here are three reasons why.

1 | One vendor. Multiple solutions.

Powerful cybersecurity

OpenText Cybersecurity has invested in building a diverse platform of solutions that enable you to proactively detect and neutralise threats, ensuring the protection of every customer.

Streamlined cybersecurity management

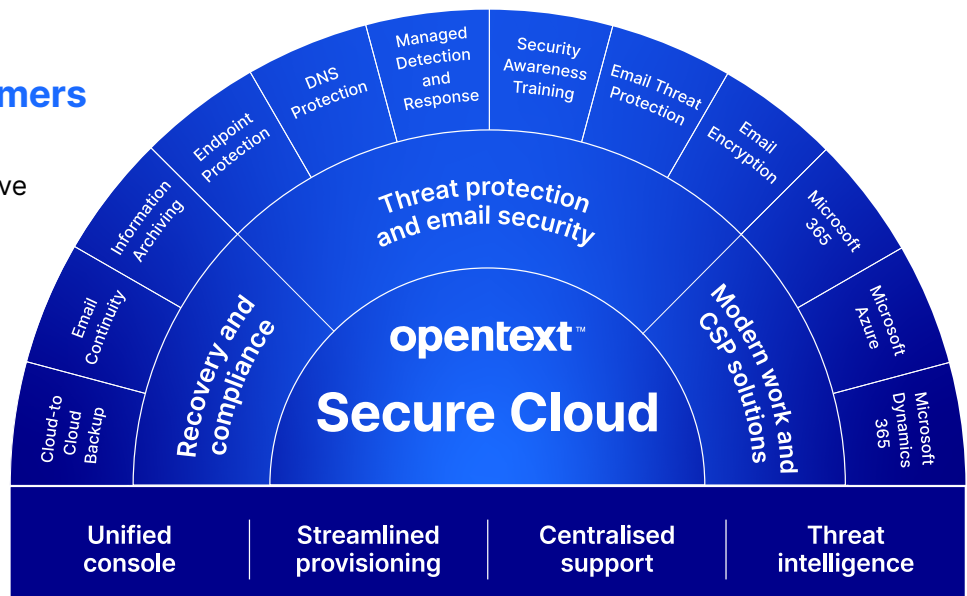
Simplify the management of all your cybersecurity solutions with our unified Secure Cloud™ platform, helping you enhance efficiency and reduce operational costs.

Microsoft expertise

Take advantage of easier procurement, centralised licence management and support with navigating your Microsoft journey through OpenText Cybersecurity's Microsoft partnership.

Everything you need to protect your customers

Strengthen your customers' resilience with a comprehensive suite of security solutions. Manage everything via the Secure Cloud platform – used by over 100,000 businesses to protect their customers.



2 | Unmatched 24/7 support



Rapid setup and personalised support

A high-touch, hands-on onboarding process and continuous Partner Account Manager (PAM) support helps MSPs get their services to market within 48 hours (T&Cs apply).



Sales and technical assistance

Our Solution Consultants share guidance and pre-sales technical support to improve customer interactions. We also offer Not for Resale (NFR) licences to test products and demo for customers.



Continual learning and marketing empowerment

We offer monthly training webinars, essential marketing materials, and access to Marketing Development Funds to boost promotional activities and customer engagement.

3 | Accelerate business growth

New revenue streams

Generate new income by offering a diverse [portfolio](#) of cutting-edge cybersecurity products.

Sales incentives

Benefit from high-value sales incentives linked to our current promotional campaigns.

Brand expansion

Explore and integrate white label solutions, where technical specs allow, to enhance your service portfolio.

Increased profits

Get deal registration discounts on standard margins and additional discounts for upselling and cross-selling to boost profitability.

Unlock new opportunities with OpenText Cybersecurity

Join forces with OpenText Cybersecurity to increase your business value, drive growth, and secure the loyalty and trust of every customer.

[Begin your journey](#)



OpenText Cybersecurity provides comprehensive security solutions for companies and partners of all sizes. From prevention, detection and response to recovery, investigation and compliance, our unified end-to-end platform helps customers build cyber resilience via a holistic security portfolio. Powered by actionable insights from our real-time and contextual threat intelligence, OpenText Cybersecurity customers benefit from high efficacy products, a compliant experience and simplified security to help manage business risk.