



# New Kaspersky Manage program for **MSP** partners

The global managed services market size was estimated at \$299 billion in 2023 and is anticipated to grow at a compound annual growth rate (CAGR) of 13.6% to 2030.<sup>1</sup>

You can leverage this market opportunity and differentiate your business by selling top-class security solutions as a service. The **Kaspersky Manage Program** has everything you need to succeed as a managed service provider (MSP), including expert support, award-winning solutions and the following core benefits:

-  Flexible licensing
-  Cumulative billing
-  Fast and efficient onboarding
-  Online training
-  Marketing materials
-  Certificate and logo

The program also includes **dedicated rebate programs**, **advanced marketing assistance** and **extended technical support**, so you can make the most of our easily integrated, compliance ready solutions.

## **MSP** Advanced

The benefits we offer improve at the **MSP Advanced** level, which is designed for mature partners with technical and sales experience. These include:

- Pre-sales support
- Joint business planning
- Quarterly business review
- Enhanced rebate program
- Kaspersky Partner Account Manager
- Prioritized partner technical support (by invitation)
- Proposal-based Marketing Development Fund (MDF)
- Participation in Annual Global Partner Conferences (by invitation)



## Our partnership differentiators

### Easy to start

Start with minimal upfront investment, a simple contract and minimal license requirements.

### Rapid margin growth

With competitive pricing and aggregated license discount it's possible to hit up to 60% (and even more) margin with your services.

### 90-day grace period

We give you a 90-day grace period to allow you to sell Kaspersky security while working towards certification.

### The world's best solutions

Between 2013 and 2023, we participated in 927 independent tests and reviews, with 680 firsts and 779 top-three finishes.<sup>2</sup>

“It's great having an MSP partner that is both at the cutting edge of technology and very supportive of us as a company and what we are trying to achieve. Kaspersky takes time to listen to us and as a result, the relationship has grown and strengthened.”

Pillipe Aymonod, Founder and General Manager, Weodeo

## Ready to join the elite partner-led vendor?

1. **Apply** for the Manage Program on the [Kaspersky United Partner Portal](#)
2. **Find** a distributor in your region
3. **Order** through [KORM](#) or your distributor's marketplace
4. **Complete** our sales and technical MSP training
5. **Grow** your business with Kaspersky!



1. The Insight Partners. (November 2023). Cybersecurity Market Growth Report, Analysis & Forecast 2030. The Insight Partners.  
2. Kaspersky. (2024). Kaspersky Independent Testing. Kaspersky.