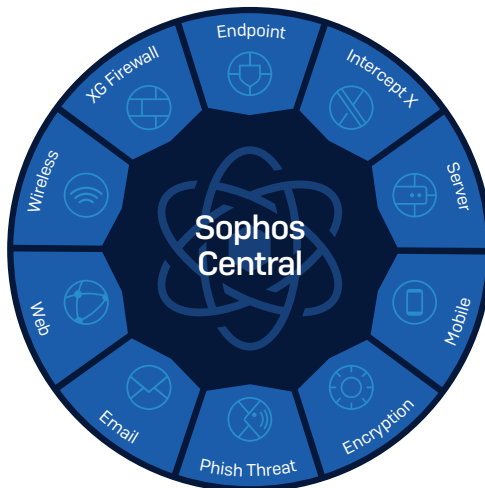# Sophos MSP Connect

One flexible MSP program to connect you and your customers
to one complete and simple security solution.

Say Goodbye to Complex Security from Multiple Vendors

With one vendor, one program and one security portfolio, you can provide your customers with proven and comprehensive protection that is managed from one simple management platform. We make it easy to deploy, manage, and sell new security services, growing your revenue and lowering your costs.

One security vendor

With the Sophos MSP Connect program you can meet all your clients' security needs with a single vendor. From endpoint and server protection to email, web, mobile, wireless, phishing simulation, and full disk encryption – you get award-winning products from a global expert.

Synchronized Security:
A unique differentiator for Sophos MSPs

With Synchronized Security, Sophos products share real-time security information and then automatically respond to threats. For example, if Sophos Endpoint detects a threat it shares the information with the wider security system. XG Firewall automatically isolates the affected device while Intercept X cleans up the infection.

Unique to Sophos, Synchronized Security gives Sophos partners a number of benefits including:

› **Unparalleled protection** – Partners can provide their customers with a brand-new level of threat prevention

› **Automated incident response** – Synchronized Security slashes incident response time by 99.9%, drastically reducing the impact of breaches

› **Real-time insight and control** – Partners can see what's happening on their customers' networks in real-time, simplifying IT management

1,500+
labor hours saved since switching to Sophos which had previously been spent on ransomware cleanup.

Dataprise

SOPHOS

One Management Platform

The award-winning Sophos Central security platform is at the heart of Sophos MSP Connect.

Designed with MSPs in mind, the Sophos Central Partner Dashboard lets you manage all your clients – and control all their Sophos products – through a single, intuitive interface, slashing your hands-on administration time and freeing you up to grow your business.

‣ The intuitive interface makes it **easy to deploy and manage** new security services

‣ The at-a-glance display ensures you **always have the information you need**

‣ It's web-based so you can **access it anytime, anywhere** – even on your phone.

‣ The dashboard helps you quickly identify gaps in your clients' protection so you can **target your cross-sell opportunities** effectively.

Automated deployment through RMM integration

To leverage RMM vendor tools, Sophos has created sample scripts that MSPs can use to automate the installation of the Sophos agent.

You can use our scripts as a baseline to write your own scripts, and get the Sophos agent deployed across your customers quickly and easily.
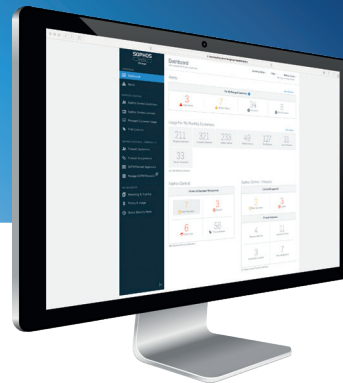
One Flexible Program

Simple billing options

MSP Connect lets you decide how you want to purchase licenses - choose termed licenses for 1, 2 or 3 year subscriptions or our Connect Flex option for monthly billing.

"Price, technology and ease of use are all factors that we take into consideration when evaluating a vendor, and we felt that Sophos excels in all these areas."

Tim Foley,
Director of Information Security,
Dataprise

MSP Connect Flex

MSP Connect Flex is designed specifically for MSPs who want monthly billing. It gives you the option of integrating service-based pricing into a single monthly billing report, delivered through the Sophos Central Partner Dashboard.

With MSP Connect Flex you are in control of how and where licenses are distributed, while allowing you the flexibility to offer competitive pricing that maximizes your margin. As a Connect Flex partner you can:

‣ Increase profitability through aggregate billing

‣ Convert Capex to Opex with monthly billing options

‣ Enjoy on-demand configuration to add and provision customers whenever needed

To join the MSP Connect Flex program simply complete our three requisite, free-of-charge, online training courses and then you're all set!

PSA integration

Sophos Central integrates with popular PSA tools for billing, maximizing the return on your investment by integrating directly with tools you already own.

MSP Connect partners must agree to the Sophos Partner Program T&Cs as well as the MSP Connect Program T&Cs. No annual revenue requirements are associated with MSP Connect, however, status within the Sophos Partner Program is dependent on the regional annual revenue & certification requirements.

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MSP Connect Program Details

MSP Connect	Program Benefits	MSP Connect Flex

•	Marketing support
	‣ Use of Sophos MSP Connect partner logo
	  ‣ Partner listing on Sophos Partner Locator
	  ‣ Access to the Partner Portal
	  ‣ Co-branded marketing assets and tools
		•

•	On-boarding support	•
•	Option for customer-owned licensing	•
	Option for MSP owned licensing	•
	Monthly billing	•

MSP Standard Support	Support Benefits	MSP Flex Support
•	Dedicated MSP VIP Phone lines	•
•	24x7x365 Support	•

Connect	Program Requirements	Connect Flex
•	Proven Managed Services Business	•
•	Sales Fundamentals Training	•
	Sophos MSP Sales Consultant Training	•
	Sophos Certified Support Training	Recommended
	Distributor Approval for Monthly Billing*	•
•	MSP Provides Level 1 Support to Managed Customers	•

*not applicable in the UK

Note: In Australia and New Zealand partners must be silver level or above to apply for Connect Flex status.

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Top Three Reasons to Join Sophos MSP Connect

Enjoy greater profitability

‣ Expand your range of security service offering with Sophos' comprehensive portfolio

‣ Maximize your revenue per client with easy upsell/ cross sell

‣ Increase gross margin with aggregated billings across products and clients

Increase your productivity

‣ Manage all clients and all their security products through a single console

‣ Simplify day-to-day management with an intuitive web-based platform

‣ Reduce your vendor management overhead by consolidating with Sophos

Enhance your operational efficiency

‣ Get new customers up and running fast with simple product deployment

‣ Synchronize billing data with third-party vendors

‣ Stop spending time making products work well together – they already do!

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For more information and to
apply to join the program
visit **sophos.com/msp**

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