

# MALWAREBYTES MSP PROGRAM

The Malwarebytes Managed Service Provider (MSP) Program provides a powerful framework for you to grow your business while meeting the security needs of your customers. As industry leaders, we believe it is critical to invest in partnerships that accelerate growth, provide cutting edge solutions, and deliver on customer expectations. To achieve these goals, our MSP Program focuses on the following core areas:



## **Ease of doing business.**

Simple, accessible, and responsive selling tools are available in our partner portal, including a resource center for on-demand collateral and creative co-marketing that helps our partners generate more leads.



## **Accelerated profits and growth opportunities.**

Dedicated sales, marketing, and technical resources enable your sales team to deliver the products and services your customers need—priced and licensed how they want.



## **Industry leading cyber security solutions.**

Our flexible “pay as you grow” and “pay as you go” licensing model or Malwarebytes USM solutions, whether managed by you or your customer, offer more opportunities for partners to position their brand as the trusted security advisor that customers need.

## **PROGRAM ELIGIBILITY**

Partners should meet the following requirements to participate:

- 1** A minimum of fifty (50) endpoints
- 2** A monthly endpoint commitment (varies by level)
- 3** A signed annual contract

## **Financial benefits**

- 1 Monthly usage-based billing**  
Our program offers a usage or utility licensing model, which gives you the flexibility to deliver service offerings that align to the varying requirements and budgets of your customer base.

- 2 Discounts**  
As your install base grows so do your discounts. Malwarebytes’ discounted MSP pricing, combined with flexible deployment options, enables you to remain competitive in an increasingly competitive market.

## **Sales and marketing benefits**

- 1 Partner portal access**  
All partners are invited to the Malwarebytes Partner Portal where you can access exclusive tools and resources, including demos, free trials, product resources, videos, trainings, and a wide array of marketing collateral.

- 2 Logo and collateral templates**  
Program logos, images, and banners are available to all partner levels and can be used on your website, in marketing materials, and on promotional items.

### 3 Go-to-market strategy and support

We have years of experience driving the endpoint protection and incident response message, and one of the benefits of partnering with us is the opportunity to tap into our expertise with support for your go-to-market tactics.

### 4 Co-marketing

With a collaborative business plan, our co-marketing reimbursement support provides resources to execute co-branded content and campaigns designed to build awareness and drive leads in less time, with less work.

## Enablement, training, and technical benefits

Malwarebytes is fully invested in our partnerships. Our strategic, ongoing partnerships create the need Malwarebytes is committed to helping you deepen expertise through enablement, training, and other technical benefits.

### 1 Sales training support

From how to explain Malwarebytes features to why you should build a service offering, our online training material and sales kits will help you learn how to integrate Malwarebytes into your sales motion. And, you will continue to receive sales training and support through one-on-one sessions, videos, and webcasts to continually stay updated on the latest Malwarebytes solutions.

### 2 Demo license

Malwarebytes understands the value of technical demonstrations for generating sales. Our program provides you with a Not for Resale (NFR) license of each of our cloud-based products, so you can demonstrate the product value to your customer community.

### 3 Technical training

As part of our efforts to enable your success and deliver the highest possible service levels to your customers, we offer multiple training options, deployment, and implementation services, as well as a full library of on-demand training sessions.

### 4 Technical support

All partner levels have access to Malwarebytes technical support, which are available to reinforce your status as a trusted advisor to your customers.

The Malwarebytes MSP Program is designed to foster meaningful, profitable and long-lasting relationships—one that enables you to grow your revenue while lowering your costs. We recognize the value of our MSP partners and are committed to building a long-term, successful relationship together.

## GETTING STARTED

To learn more about the Malwarebytes MSP Program, please visit:  
[www.malwarebytes.com/MSP](https://www.malwarebytes.com/MSP) or contact [msp@malwarebytes.com](mailto:msp@malwarebytes.com).



[www.malwarebytes.com/MSP](https://www.malwarebytes.com/MSP)



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Malwarebytes believes that when people and organizations are free from threats, they are free to thrive. Much more than malware remediations, the company provides cyberprotection, privacy, and prevention to tens of thousands of consumers and organizations every day. for more information, visit <https://www.malwarebytes.com>.

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