



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 2030.¹

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

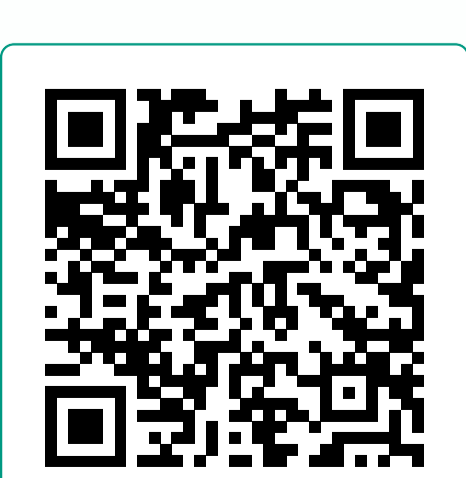
Between 2013 and 2023, we participated in 927 independent tests and reviews, with 680 firsts and 779 top-three finishes.²

"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?

- Apply for the Manage Program on the [Kaspersky United Partner Portal](#)
- Find a distributor in your region
- Order through [KORM](#) or your distributor's marketplace
- Complete our sales and technical MSP training
- 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.