

# Perception Point MSP Program

**BOOST YOUR CUSTOMER'S SECURITY AND  
GROW YOUR BUSINESS**



Perception Point is a Prevention-as-a-Service company for the fastest and most accurate prevention, detection and remediation of advanced threats across the modern workspace: Email, Browsers, Collaboration Apps and Cloud Storage. The platform is coupled with an all-included, fully-managed incident response service that acts as a 24/7 force multiplier to MSPs and MSSPs, providing ongoing support and incident management for end-customers. MSPs around the globe are using Perception Point's AI-powered solutions to prevent spam, phishing, BEC, malware, ATO and Zero-Days from reaching customers' inboxes and SaaS apps like Teams, SharePoint, OneDrive, Google Workspace, Salesforce, Slack, AWS S3, Zendesk, and more.

## WHY MSP WITH PERCEPTION POINT?



### Prevent Modern Threats

**Unparalleled Detection** powered by novel AI/ML engines, computer vision and robust anti-malware capabilities combined with an intuitive **Partner-driven Console** and an integrated managed **Incident Response service**.



### Deploy and Manage Easily

Eliminate onboarding complexity with Plug & Play **5-Minute** deployment and **Multi-tenancy** support. A dedicated team of experts that will support your demos and POC processes to shorten your sales cycles, help you win deals faster (POC win rates are over 90%), and cut the overall time and service resources.



### Enjoy High Profits

Enjoy high margins, along with volume discounts and MSP product bundles. With over **97% Client Retention** and many **Upsell/cross-sell Opportunities** you can expect long-term growth and profitability.



### Gain Peace of Mind

Offload security tasks with a natively integrated incident response service provided at no extra cost. Our team of cybersecurity experts acts as a **Force Multiplier to your staff** by managing incidents, improving SLAs, optimizing detection, and providing ongoing insights and support for your customers.

# PARTNER UP FOR MUTUAL SUCCESS

The [Perception Point MSP Program](#) is aligned with our channel first strategy, designed to boost the success of our MSP partners across the globe with technical training, marketing resources, and sales and delivery support. Protect your customers with a comprehensive offering, including email, browser, and collaboration security and security awareness training.

## MSP BENEFITS THAT MAKE A POINT

### Dedicated MSP Team



Tailored, proactive support from a dedicated team of experts (sales manager, presales, and marketing) to overcome challenges and help you achieve your goals.

### Certification Plan for MSPs



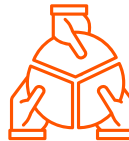
Periodic courses, webinars and a certification plan to train you and your team on features, technologies and best practices when using Perception Point products.

### Demo and NFR Licenses



Learn and gain “hands-on” experience on how to sell and provide your customers the full demo experience.

### MSP Resources



A comprehensive knowledge center including technical, marketing, and sales enablement tools including datasheets, product documentation & demo clips, sales decks, battlecards, etc.

## MARKET RECOGNITION & REGULATORY COMPLIANCE



Partners are searching for vendors who are easy to do business and can automate the selling process, resulting in greater profitability. Perception Point's partner program is designed to assist partners in growing their businesses and increasing collaboration and engagement

Channel Next, Cybersecurity Service Provider, UAE

