Channel Edge® MSP Program

WEBROOT®

WEBROOT
Channel Edge®
MSP PROGRAM

MSPs and Endpoint Security Challenges

The increase in global Internet security threats means businesses now have to allocate a significant portion of their budget to protecting their users, monetary assets, data, and intellectual property. Unfortunately, implementing traditional client/server endpoint security solutions often entails suffering unplanned downtime and performance issues. As a result, many MSPs have added endpoint management to their portfolio of services only as a loss leader, and have to factor a modicum of customer pain into each implementation.

As a leader in Internet security, Webroot has redefined endpoint protection with our feather-light agent and straightforward management console. Webroot is partnering with MSPs to deliver powerful security solutions that protect against even the most sophisticated online threats, without sacrificing system performance.

Our latest product line offers a comprehensive array of intuitive, cloud-driven protection features that deploy with ease and are simple to manage. Backed by a unique, real-time threat detection architecture, Webroot provides scalable security that addresses historical challenges MSPs have faced quickly and efficiently, while helping generate new revenue streams and maintain margins.

Decrease Operational Costs with RMM Integration

With Webroot SecureAnywhere® Business solutions, MSPs can now take advantage of extended RMM service capabilities from providers such as LabTech Software and Kaseya. This allows simple deployment and management of endpoint security — across mobile devices, multiple domains, and geographically dispersed customers and offices — from a single, centralized console. The value to MSPs not only includes reduced costs, but also improved productivity and increased recurring revenue streams.

MSP Endpoint Imperatives	Maintaining Uptime & Productivity	Ensuring Security	Delivering Support SLAs	Single Pane of Glass Management
Traditional Endpoint Challenges	• Bulky endpoint clients that impede system performance • Software Conflicts • Poor support for virtual environments	• Sophisticated threats in a network environment • Balancing access & lockdown • Difficulty enforcing network protection with increasing BYOD numbers	• Response time variability • Complex, drawn out infection resolution • Poor customer satisfaction	• Complex, on-premise environments • Expensive security skillsets • Competitive pressures

Webroot SecureAnywhere Business Solutions

SecureAnywhere Business solutions deliver comprehensive, real-time protection against new online threats, wherever your customers are connected, via our robust, cloud-based threat intelligence network.

Endpoint and Mobile Protection

» Remotely manage PCs and mobile devices from one console

» Provide unrivaled protection against advanced threats

» Deploy and protect endpoints in seconds

» Never deal with signature updates or patches

Web Security Service

» Completely cloud-based; no hardware or software to manage

» Top-of-the-line URL and web filtering engine

» Enforces Internet usage policies seamlessly

» Stops web-based malware and phishing attacks

Key Webroot MSP Channel Program Highlights

» *Management Automation for Greater Profit* — Remotely manage your customers' endpoint environments with trusted Webroot SecureAnywhere solutions. Integrated seamlessly with RMM platforms, these enable you to deliver a "single pane of glass" view for managing endpoints and mobile devices.

» *Advanced Threat Protection for Better Bandwidth* — Cloud-based threat detection provides rapid deployment and scans without ever requiring security updates or signature downloads, which consume network resources and leave users vulnerable.

» *Improved Availability & Uptime* —Designed with you and your customers in mind, Webroot solutions install and protect in seconds, easily augment and co-exist with existing security software, and are optimized for virtual environments.

» *Highest Customer Satisfaction Rating in the Industry* — With proactive, predictive, intelligent support, you can address items immediately — before they become issues — thereby reducing costs and delivering improved services and experience to your users.

» *Competitive Advantage* — You can expand managed service offerings to include a leading endpoint and mobile protection provider. Webroot can also help you differentiate and grow your service capabilities with marketing, enablement, and sales resources.

» *Accelerate Profitability* — Flexible billing options help to drive predictable, recurring revenue streams and decrease up-front costs.

About Webroot

Webroot is bringing the power of cloud-based software-as-a-service (SaaS) to Internet security with its suite of Webroot SecureAnywhere® offerings for consumers and businesses, as well as offering its security intelligence solutions to cybersecurity organizations, such as Palo Alto Networks, F5 Networks, Corero, Juniper, and others. Founded in 1997 and headquartered in Colorado, Webroot is the largest privately held Internet security organization based in the United States — operating globally across North America, Europe and the Asia Pacific region. For more information and to keep up on the latest about the Webroot® Channel Edge® MSP Program visit: www.webroot.com/us/en/partners/msp/, or follow us on **Twitter:** twitter.com/WebrootChannel

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