



Sophos MSP Connect

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

With Sophos MSP Connect, say goodbye to managing complex security from multiple vendors and embrace the power of one. 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.

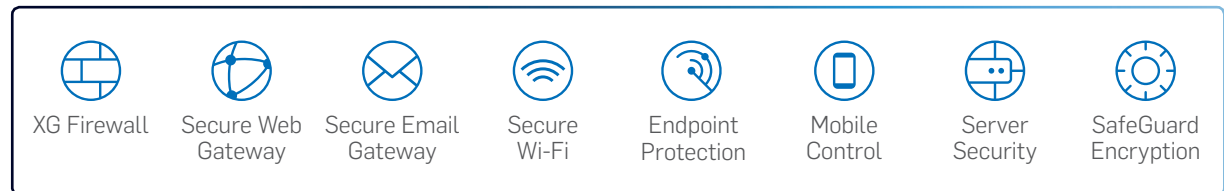
One Security Portfolio

MSP Connect allows you to custom tailor services that address the latest trends in IT security for each customer. From endpoint to network, on servers or mobile devices, Sophos provides industry-leading solutions that reduce risk, directly address threats, and most importantly, work together, to maximize data protection. Services you may offer include:



Synchronized Security

Sophos is the only security vendor that offers MSPs the opportunity to sell a fully integrated solution to customers. The Sophos Security Heartbeat shares intelligence in real time across a trusted channel between your endpoints and your firewall. This simple step of synchronizing security products that previously operated independently creates more effective protection against advanced malware and targeted attacks. To take advantage of Sophos Security Heartbeat, your customers will need Sophos Next-Gen Endpoint Protection and a Next-Gen Firewall powered by Sophos Firewall OS.



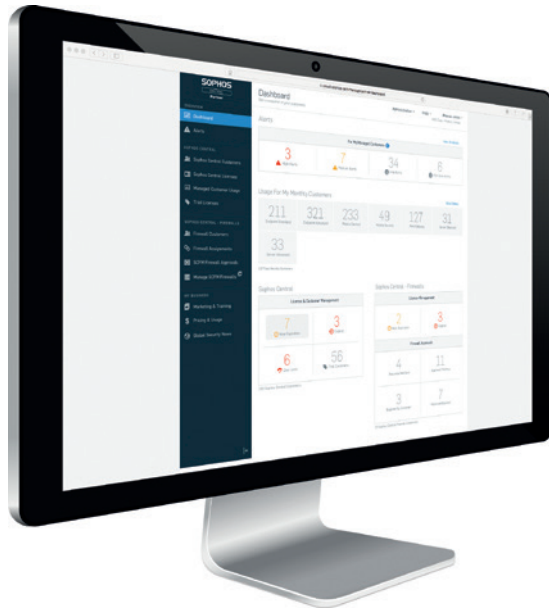
One Management Platform

Easy & Efficient Central Management

Sophos Central - Partner, a cloud-based management platform, creates significant efficiencies for MSPs who understand that time equals money. Sophos Central simplifies customer management by consolidating the purchase, distribution and management of customer licenses into a singular view that enables you to quickly:

- › Create new trials, activate accounts, and track customer usage
- › View alerts across all managed Sophos customers
- › Access customer's Sophos Admin console to manage their deployment
- › Access usage-based monthly billing reports via PSA integration or by exporting a CSV file
- › Connect to Sophos Partner Portal to complete transactions and quickly access partner resources

Access all of your actionable customer data in one, cloud-based console, at no additional cost.



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 Flex option for monthly billing. Both options are integrated into Sophos Central to make management of your licenses and customers simple.

MSP Connect Flex

Sophos MSP Connect Flex provides you the option of integrating service-based pricing into a single monthly billing report that is delivered through Sophos Central - Partner. 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 Flex puts you in control of how and where licenses are distributed while allowing you the flexibility to offer competitive pricing that maximizes your margin. For more details on our Flex licensing option, please refer to our MSP Connect Flex Licensing Guide.

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	•
•	Dedicated TAM Support	•
Connect	Program Requirements	Connect Flex
•	Proven Managed Services Business	•
•	Sophos Central Sales Consultant Training	•
•	Sophos Synchronized Security Training Module	•
•	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

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.

One Vendor

Sophos MSP Connect is the only comprehensive MSP program that is backed by a thirty-year old cybersecurity industry leader. With more than 100 million users in 150 countries, Sophos' complete security solutions offer the best protection against complex threats and data loss. Simple to deploy, manage, and use, Sophos' award-winning encryption, endpoint security, web, email, mobile and network security solutions are backed by SophosLabs - a global network of threat intelligence centers.



For more information on Sophos MSP Connect or to apply for our program, visit us at [Sophos.com/MSP](https://www.sophos.com/MSP)

United Kingdom and Worldwide Sales
Tel: +44 (0)8447 671131
Email: sales@sophos.com

North American Sales
Toll Free: 1-866-866-2802
Email: nasales@sophos.com

Australia and New Zealand Sales
Tel: +61 2 9409 9100
Email: sales@sophos.com.au

Asia Sales
Tel: +65 62244168
Email: salesasia@sophos.com

Oxford, UK | Boston, USA
© Copyright 2016. Sophos Ltd. All rights reserved.
Registered in England and Wales No. 2096520, The Pentagon, Abingdon Science Park, Abingdon, OX14 3YP, UK
Sophos is the registered trademark of Sophos Ltd. All other product and company names mentioned are trademarks or registered trademarks of their respective owners.