

Simplify management. Grow margins. Maximize your Microsoft investment.

Why MSPs choose OpenText™ Cybersecurity
to deploy and manage Microsoft solutions.

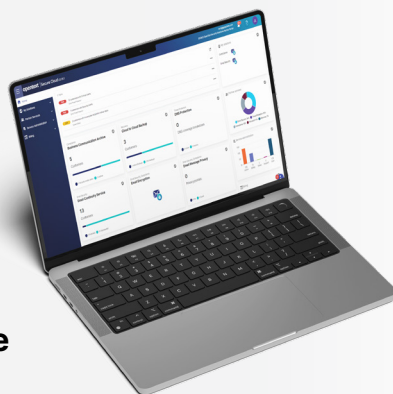
Managing Microsoft workloads, licensing, and customer programs isn't easy—especially as your MSP business scales across multiple SMB clients. That's where OpenText Cybersecurity comes in.

Here are 5 ways OpenText Cybersecurity helps
MSPs maximize their Microsoft revenue,
simplify management, and grow their margins.



1 | Centralized management with Secure Cloud

Trusted by
100,000+
businesses
and
28,000+
MSPs, VARs, and
partners worldwide



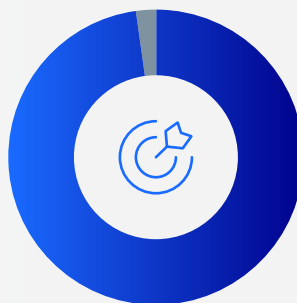
Provision, bill, report and manage—all in one place

The Secure Cloud platform from OpenText Cybersecurity is built exclusively for MSPs. With Secure Cloud, you can oversee your entire Microsoft customer base from a single, integrated platform. From provisioning and license tracking to billing and reporting, OpenText Cybersecurity helps you reduce operational overheads while improving efficiency.

2 | Add dedicated Microsoft experts to your team

Get the answers, advice, and strategic guidance you need

Whether you're optimising a licensing model, navigating Microsoft incentives, or exploring upsell opportunities like Copilot for Microsoft 365, our Microsoft-certified team is here to help. You stay ahead of updates, changes, and opportunities—without the hassle.

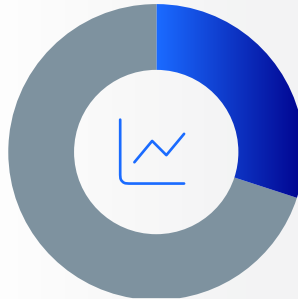


98%
of Microsoft
support cases
solved in house

3 | Training and enablement to keep you one step ahead

Sell smarter, serve better

Your team gets access to regular webinars, product playbooks, partner toolkits, and 24/7 virtual training. So you're always ready to deliver value—no matter how Microsoft evolves.



MSPs working with OpenText Cybersecurity report a **30%** increase in revenue from existing clients thanks to training and support¹



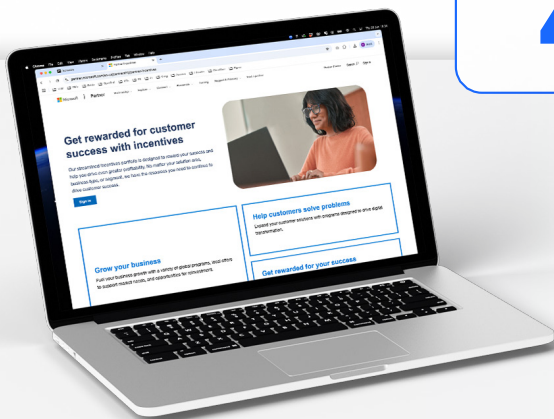
Our strategic collaboration has reduced the number of duplicate solutions we have to support, increased our margins, increased the number of ways we can support our clients, but best of all, it has reduced the security risks businesses face every day.

OpenText Cybersecurity MSP customer
Ally Hollins-Kirk
Director, Jera

4 | Unlock Microsoft benefits and incentives without the red tape

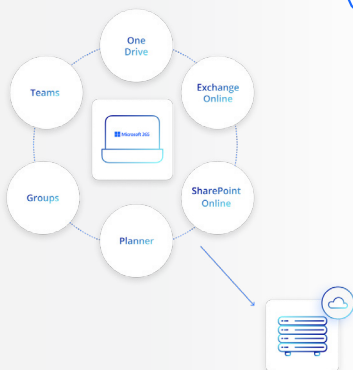
We help you claim what you've earned

Many partners miss out on Microsoft incentive programs due to lack of visibility or complexity. OpenText Cybersecurity is committed to helping you navigate Microsoft's programs effectively so you can unlock potential benefits, drive revenue, and stay focused on your business—not the admin.



5 | Cut costs and grow margins

Backed by
285 million+
end users protected
and
25+ years
in data protection



Scale smarter

OpenText Cybersecurity offers competitive pricing, bundled services, and efficiencies that help you scale while protecting your bottom line. Our unified platform reduces the need for multiple vendors—saving time, reducing risk, and improving margins.

OpenText Cybersecurity The strategic choice of Microsoft Resellers

With billions invested in cybersecurity innovation and a platform built for MSPs, OpenText Cybersecurity makes managing Microsoft business simple, scalable, and profitable. As your partner, we provide:



Streamlined onboarding
—start transacting in as
little as 48 hours



A single console to trial,
license, and manage all
solutions



Dedicated account
managers and technical
specialists



Built-in support for
Microsoft 365 Copilot
adoption

Take the complexity out of Microsoft



Partner with OpenText Cybersecurity

Use Secure Cloud to streamline Microsoft service delivery, maximize incentives, and deliver more value to your customers.

[Get in touch >](#)

