

**opentext™** | Cybersecurity



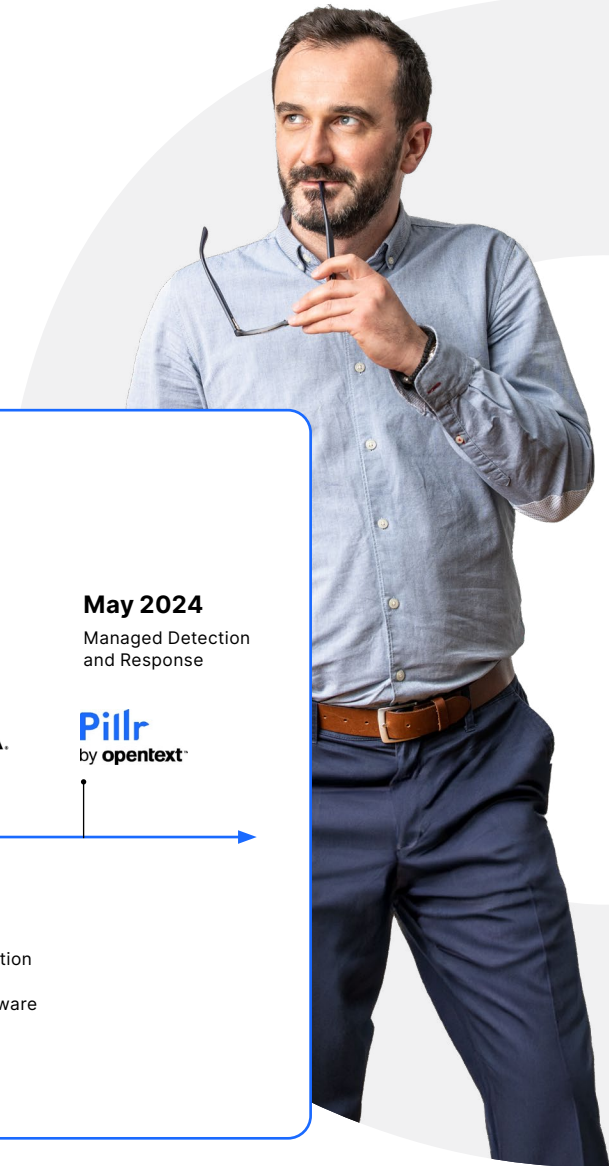
# Elevate your MSP offering

Why OpenText Cybersecurity is the partner to trust

# Partner with a cybersecurity powerhouse

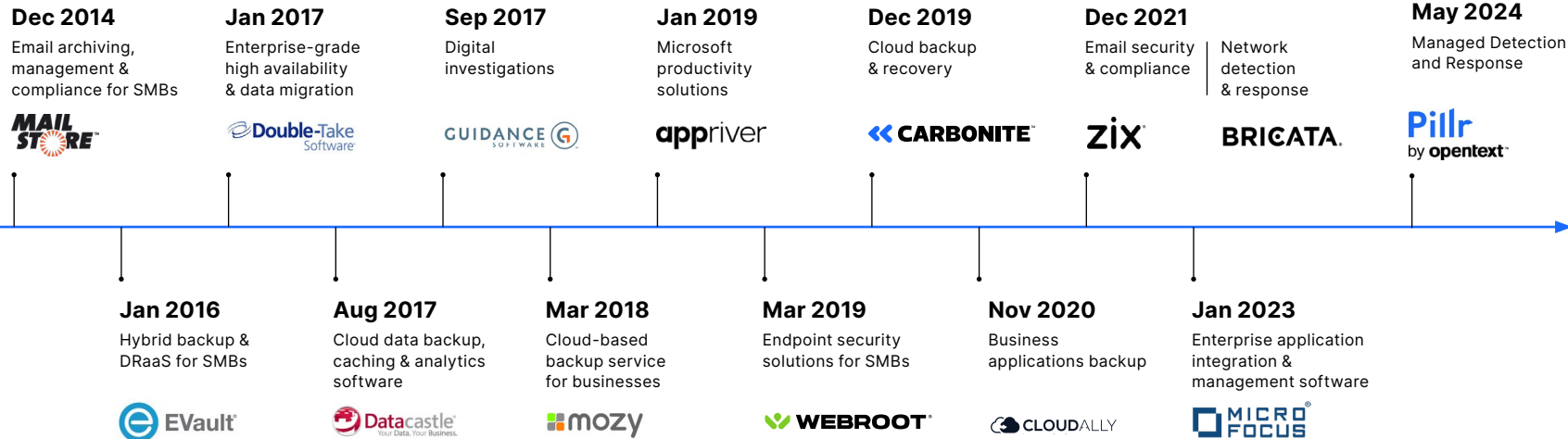
As cybercrime evolves at a rapid pace, MSPs need a partner like OpenText Cybersecurity to stay ahead of the curve. Over the last decade we've invested in expanding our cybersecurity capabilities and innovating with AI to help you protect your customers, now and into the future.

The result is OpenText Cybersecurity: a powerhouse of purpose-built cybersecurity solutions designed to help you reduce cost, strengthen your cyber defences, and build profitable, long-lasting relationships with your customers.



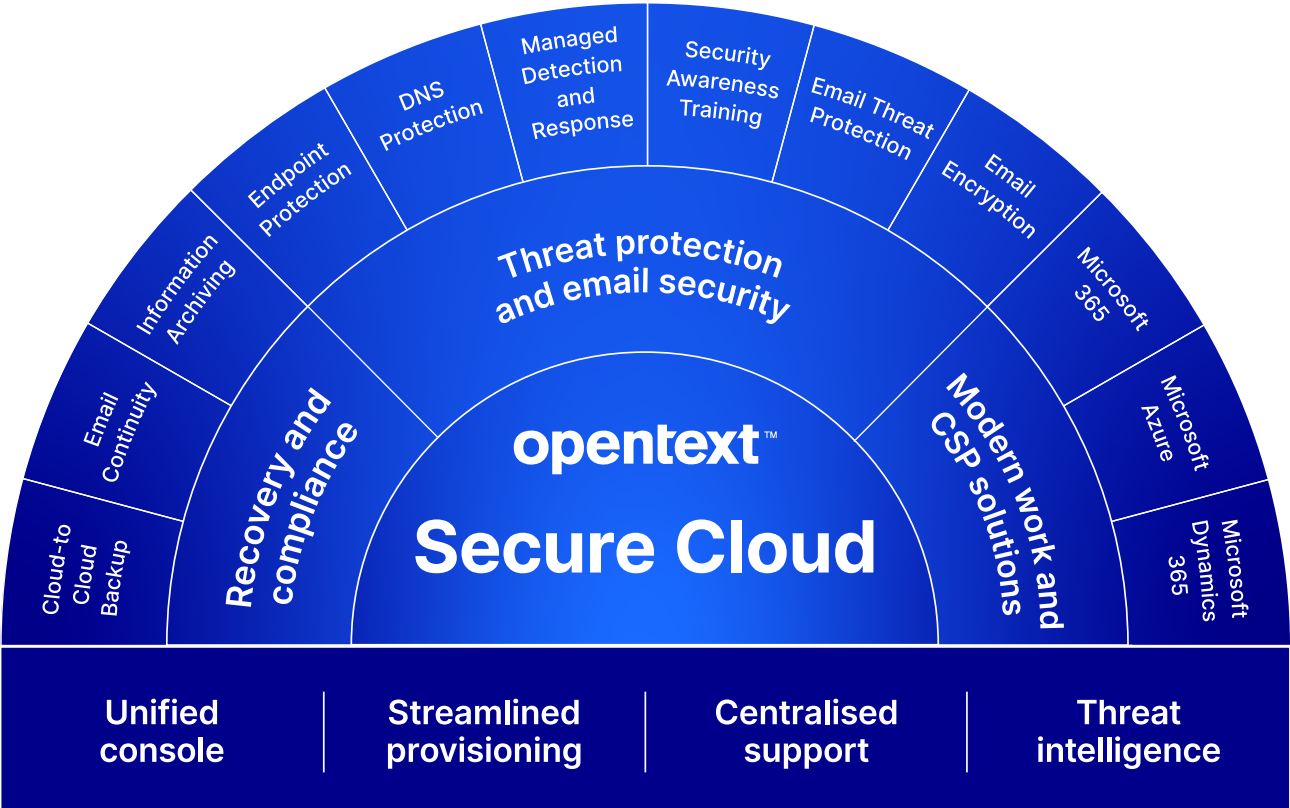
## Strong foundation of purpose-built security acquisitions

Billions of dollars of investment over a decade



# Everything you need to protect your customers

Strengthen your customers' resilience with a comprehensive suite of security solutions. Manage everything via the Secure Cloud platform – used by over 100,000 businesses to protect their customers.



## Step into the future of cybersecurity



**285m+** end-users protected



**28k+** partners, VARs and MSPs globally



**25+** years of expertise in data protection

**Become an OpenText Cybersecurity partner today**

# One vendor. Multiple solutions.

OpenText Cybersecurity offers a broad, holistic suite of cybersecurity products that help keep your customers safe. Simplify and strengthen your security offering, with one platform to manage multiple apps, quick detection and handling of security issues, and rapid recovery in case things go wrong.

## What makes OpenText Cybersecurity different?



### Information security DNA

With our deep roots in digital information management, we offer unparalleled insights into data security.



### Real-time threat intelligence

Leveraging diverse data sources, we deliver actionable intelligence to pre-empt and counter threats.



### High-efficacy solutions

Minimise false positives with our efficient, effective security solutions that streamline threat management for MSPs.



### Simple and seamless integration

Our unified platform is designed for ease of use, allowing MSPs to easily manage and deploy our services.



### Support for your Microsoft journey

We assist you with licensing, program changes, rebates and getting AI-ready with Copilot for Microsoft 365



OpenText Cybersecurity gives us phenomenal support to ensure client success. We have weekly calls, virtual training available 24 hours a day, and in-person classes. Working with Webroot, we anticipate a 30 percent increase in revenue from our existing clients.

**Jason Silvis**

COO, Telepathy Networks



We are excited to join forces with OpenText Cybersecurity to broaden the security offerings available to our customers. 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. We are looking forward to what we can accomplish together in 2024 and beyond.

**Ally Hollins-Kirk**

Director, Jera

# Partnering made easy

At OpenText Cybersecurity, we understand that our success is deeply intertwined with the success of our partners. That's why we've committed ourselves not just to support, but to empower MSPs at every step of the journey. Partners of OpenText Cybersecurity benefit from the following:

## Streamlined onboarding

Get set up with the tools you need to start transacting with customers in as little as 48 hours.



## Dedicated Partner Account Managers

Receive onsite support from seasoned professionals who'll guide you through challenges, offer insights and provide the hands-on experience you need to thrive.

## Secure Cloud platform

Simplify management with a single, purpose-built console allowing you to easily trial, license and manage all your solutions in one place.

## Microsoft expertise

Receive dedicated support for your Microsoft solutions from a winner of Microsoft Partner of the Year for Operational Excellence.

## Join an established community with:



**800k+** customers worldwide



**100k+** successful data migrations annually



Award winning **24x7** customer support

**Partner with OpenText Cybersecurity**



# Grow together with OpenText Cybersecurity

The OpenText Cybersecurity Accelerate Partner Program is built to support your growth at every step of your journey. We work with your business, providing round-the-clock support to ensure your success. Take advantage of:



## **Your dedicated portal**

Get immediate access to training resources, sales enablement guides, out-of-the-box campaigns, and all the marketing collateral you need to grow.



## **Exclusive updates**

Stay in the loop with special promotions, the latest news, training sessions, product releases and exclusive webinars.



## **Accreditations**

Advance your team's skills with our partner certification programs, elevating your service quality and market credibility.



## **Incentive programs**

Benefit from tailored incentives that reward growth and commitment, driving mutual success and profitability.

## **Ready to start your journey?**

Take the first step towards a stronger, more secure future for your customers and your business. Become an OpenText Cybersecurity partner today and unlock the benefits of partnering with a global leader who values your success.

**Join the OpenText  
Cybersecurity  
Accelerate Partner Portal**





It has been quite amazing – with the new product portfolio, OpenText Cybersecurity has really broadened our horizons and the ability to cross-sell solutions into our clients. Some of our big wins come really with regards to endpoint protection and their whole cybersecurity line-up allows us to use their entire portfolio to protect our clients. That's a huge win, especially if you don't want to have to piecemeal things from all different vendors.

**John Hart**  
IT Security Specialist



**opentext™** | Cybersecurity

OpenText Cybersecurity provides comprehensive security solutions for companies and partners of all sizes. From prevention, detection and response to recovery, investigation and compliance, our unified end-to-end platform helps customers build cyber resilience via a holistic security portfolio. Powered by actionable insights from our real-time and contextual threat intelligence, OpenText Cybersecurity customers benefit from high efficacy products, a compliant experience and simplified security to help manage business risk.

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