opentext™ | Cybersecurity

Cybersecurity Managed Security Provider (MSP) Program

As technology evolves and customers' requirements continue to shift, all areas of IT are impacted. Managed Security Providers experience pressure to improve service quality and costs, both internally and from end customers.

OpenText Cybersecurity Managed Security Provider (MSP) Program Overview

To meet expectations and drive high customer value, Managed Security Providers must provide solutions that improve the customer experience, IT agility, and profit margins. We recognize that the marketplace is evolving rapidly—and our Partners are aligning their respective strategies to expand their business to leverage this growing business opportunity.

The goal of the Managed Security Provider is to build, serve, and retain customers via outcome-based security service offerings. Additionally, Managed Security Providers must offer solutions that deliver the consumer-like digital experience that end customers expect today.

Machine learning, analytics, intelligent automation, and personalization are all important components of a modern solution that can solve issues. For Managed Security

Providers to become trusted Partners, they must understand their customers' desired business outcomes, the nuances of their business, and their specific needs.
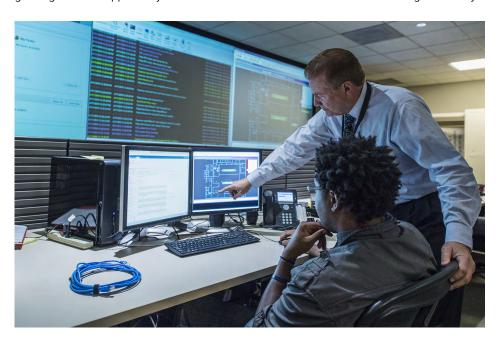
OpenText Is Service Provider Ready

Designed specifically for our Partners:

- Pay-as-you-grow models, minimizing your costs as you grow your revenue and making it easy to do business with OpenText™.
- Revenue-generating solutions built out from a deep and broad product portfolio, ensuring service delivery flexibility.
- Strong go-to-market support provides the ability to accelerate your onboarding and ensure shared success and profitability.

Why Choose CyberRes for Your Customers?

- Best-in-class security solutions that solve key challenges that span the CISO's world of concerns.
- Superior operational performance collaborating with our Partners to offer your customers a fully managed, people-centric approach to protecting their users, critical data, and IP.
- Continuous commitment to research development and technical innovation across more than a dozen strategic areas.

OpenText Managed Security Provider (MSP) Program at-a-Glance

Program Benefits	
• Marketing Support • Use of OpenText MSP Partner Logo • Partner Listing on OpenText Partner Locator • Access to the Partner Portal • Co-branded Marketing Assets and Tools	Marketing
• Onboarding Support	
• Options for Customer/MSP-Owned Licensing	
• Training and Enablement • Boot Camps • User Groups	Training and Certifications
• Quarterly Business Reviews • Joint Business Planning • Catalogs and Service Offerings Development	Go-to-Market Support
• Dedicated MSP Team	

Program Requirements	
• Executed Managed Services Agreement • Cybersecurity Portfolio-Specific Sales Accreditation • Cybersecurity Portfolio Technical Accreditation • Annual Program Fee	CORE
• *ISO Certified Data Center • *24x7 Security Operations Center (SOC) • *Certified SOC Analysts and Administrators • *Applicable to ArcSight Program ONLY • Managed Security Services Catalog Offering • Ability to Provide End Customer Support • Completed Managed Security Provider Skills Assessment	Operational
• Launch new partnership or service offerings via PR, blog, and/or social. • Participation in Quarterly Business Plan, Marketing Plan, and Business Plan Reviews. • Use, amplify, and promote membership with OpenText MSP logo/insignia.	Business

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www.opentext.com

Join CyberRes

Two Easy Steps to Become a CyberRes Managed Security Provider (MSP) Partner:
To become an MSP Partner, you must first enroll in the OpenText Partner Program.

STEP 1: REGISTER YOUR COMPANY
• Complete a simple online company registration form available at **https://microfocuspartner.force.com/s/** (Register as Partner Company).

STEP 2: REGISTER AS A PARTNER USER FOR OPENTEXT PARTNER PORTAL ACCESS
• Complete a simple online company registration form available at **https://microfocuspartner.force.com/s/** (Register as Partner User).

• Use your Company Partner Account Number (optional); or we will attempt to match you based on your corporate email domain and country.

Upon registration, you will receive an email with a "validate my email" link to then log into the Portal.

Learn More
Contact us to learn more about our OpenText Managed Security Provider (MSP) Program today and discover how we can help you grow your business, profitability, and success. Email us at **msspcyberres@microfocus.com**.

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