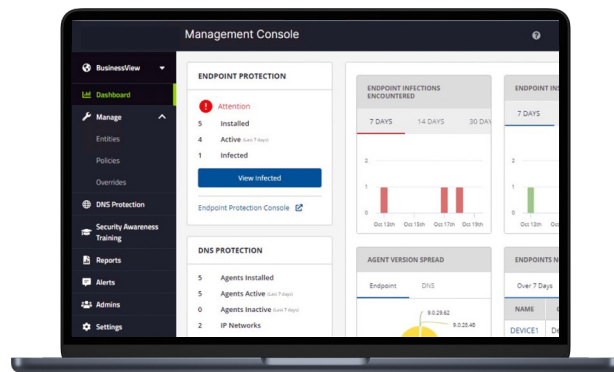


Top 10 reasons MSPs sell OpenText™ Core Endpoint Protection

Improve profitability with leading tech and easy-to-manage solutions



OpenText™ makes it easy to sell, manage, and deploy endpoint solutions through streamlined processes and workflows – increasing productivity and lowering operational costs. Our endpoint solutions provide maximum protection against threats, using world-class threat intelligence with a focus on behavior heuristics and common techniques to identify malicious behaviors, activities, and files.

Here are reasons you'll profit from selling our solution:

- 1 **Manage endpoints for all your customers with ease**
As a multi-tenant MSP, managing endpoint security for multiple clients can seem like a daunting task. That's where OpenText comes in. Our endpoint security solution allows you to manage all your clients from one central console, streamlining the process and saving valuable time and resources.
- 2 **Save time with advanced threat intelligence**
OpenText's endpoint solutions include OpenText™ Threat Intelligence, which uses real-time and 6th generation artificial intelligence gathered from 95 million+ sensors located globally to protect against constantly evolving cyber threats. Automatic updates and simplified management through a single console take the hassle out of MSP endpoint security.
- 3 **Purpose-built for SMBs**
OpenText's endpoint solutions are specifically designed for small and medium-sized businesses, rather than for enterprise customers. This means that they are tailored to meet the unique needs and challenges faced by SMBs. Our team understands the limited resources and budgets of these businesses, and we strive to provide efficient and cost-effective solutions.
- 4 **Improve productivity with low resource contention on endpoints**
By using a low-footprint solution, you can ensure that your clients' machines are not slowed or bogged down by security software. Our low 5MB deployment size means less strain on the device during installation. Once installed, the low resource usage allows for smooth and seamless functionality, and more productivity for end users. They won't even know it's running!

43% of all cyberattacks target small businesses, and the consequences of these breaches can be extremely costly.

Security Magazine, 2022

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Deploy in minutes, not days

The last thing you want is to waste valuable time installing endpoint security for your clients. That's why OpenText offers super lightweight agents – with instant deployment which frees your technicians to focus on other tasks. In fact, our agent takes just seconds to install, meaning thousands can be done in a few hours, which can improve your bottom line.

6

Easily manage endpoints via RMM integration

Seamless integration with Remote Monitoring and Management (RMM) platforms lets you to easily monitor and manage OpenText endpoints without having to switch between multiple consoles. With this integration, you can quickly access important information, such as the status of installation and threat detection, all within the familiar RMM interface.

7

Integrations for unique client needs

OpenText offers APIs and a variety of integrations with leading solutions that streamline the overall security process for IT professionals. Our API allows for custom integrations and automation, providing flexibility for unique organizational needs and allowing for seamless communication between OpenText and other security solutions.

8

Quick response to threats

OpenText's Automated Detection and Response (ADR) solution builds on the benefits of Endpoint Detection and Response (EDR) by integrating advanced artificial intelligence and automated threat hunting capabilities. This allows for quick identification and response to potential threats, resulting in improved overall security for organizations.

9

Flexible billing options

Flexible and predictable billing options improve profitability by decreasing upfront costs. Not only does this make it easier to see the return on your investment in endpoint security, but it also allows you to continuously evaluate and adjust services in response to changing needs.

10

Tools and resources to help you market and sell

We provide a wide range of resources to support your growth and success. Our program offers everything you need to close and conduct business quickly and effortlessly – including sales tools, talking points, demos, marketing content, and pre and post-sales support. Together, we can reach new heights in the cybersecurity industry.

Top questions SMBs ask about endpoint protection

Why do we need endpoint protection?

As cyber threats continue to increase in volume and sophistication, SMBs face the same security challenges as larger companies. Every device or system connected to the internet is at risk, with the potential for costly remediation efforts. Endpoint protection helps to minimize these risks.

Can you help us meet cyber insurance requirement?

Yes we can. Our combined MDR and EPP solution helps in threat hunting and also quickly prioritize threats for investigation and remediation. This combined solution can help meet most cyber insurance requirements.

Do MSPs help us with compliance?

As an SMB, compliance can be overwhelming and daunting to navigate on your own. This is where MSPs can step in and help. By outsourcing the management of your company's cybersecurity needs, MSPs can ensure that your systems and networks adhere to the necessary regulations.

Do we need a security expert on staff?

With OpenText end-to-end solutions, including endpoint and other bundled services, such as Security Awareness Training (SAT) and DNS Protection, rest assured your business is protected against today's top threats. Our team of cybersecurity experts supports businesses of all sizes every step of the way.

Why should we hire an MSP?

SMBs may not have the resources to dedicate a team solely to cybersecurity. This is where MSPs step in and provide top-notch security for businesses. MSPs typically offer round-the-clock monitoring of your network for any potential threats or vulnerabilities. They also regularly update software and conduct risk assessments to ensure that your business is protected.

Ready to see OpenText
Core Endpoint Protection?

[Book a demo.](#)