

Stay ahead of the cybersecurity technology curve

IBM Security's MSSP Partner Program

\$47.65^B



projected MSS total market value for 2023¹

66%



of MSPs are looking to grow by adding new services to their portfolio²

72%



of MSPs reported an increase in revenue through security offerings⁴

'Meeting Security Risks'



The top need for MSP clients³

Transform your MSSP business

The IBM Security MSSP Program enables you to drive revenue from managed security services based on IBM's best-of-breed and easily deployed detection, investigation and SOAR solutions.

You can also leverage IBM's unique ecosystem of expert advice, flexible business models, and distribution channels to build your suite of offerings, speedily go-to-market, and acquire new customers.

A partnership ensuring you differentiate against the competition:

- Offer well defined and cutting-edge services
- Innovate to stay ahead of the technology curve
- Manage enterprise products across multiple customers
- Acquire and retain customers

The flexible IBM Security MSSP Program enables you to:

- Easily deploy and implement effective security solutions
- Expand your service portfolio via white-labeling best-of-breed innovation
- Enable your internal security team on best practices
- Collaborate on sales engagements via training and field support
- Expand your business by providing marketing collateral and support
- Achieve recurring services revenue
- Manage enterprise products across multiple customers

The IBM Security MSSP Program even provides co-marketing funds to help you to optimize and grow your managed security service offerings and effectively and profitably meet your customers' needs.

Interested? Then discover more today.

Contact us

Sources:

¹ ReportLinker: Managed Security Services Market by Type, Deployment Mode, Organization Size, Vertical And Region - Global Forecast to 2025

^{2,3,4} Kaseya: MSP Benchmark survey report EMEA edition, 2020