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MSP Elevate

MSP Elevate Program

Delivering exclusive business-accelerating benefits in return for a non-exclusive commitment to sell Sophos solutions

PARTNER BENEFITS

- **Exclusive** MDR Bundle for MSPs
- **40% discount** on Network-in-a-Box hardware bundles
- **FREE architect training courses**
  Equipping MSPs to better sell and deploy solutions
- **Growth-based accelerators**
  Rebates and incentives to reward effort and investment
- **More to come….**

PARTNER COMMITMENT

- **Minimum $2,000 monthly spend**
  Auto-invoices for any monthly shortfall
- **12-month commitment**
  Program sits on top of the Flex program
- **Automatic annual renewal**
  Option to opt-out at the end of the year

Local currency monthly commitments
USD 2,000 | AUD 3,000 | CAD 2,700 | EUR 1,900 | GBP 1,600 | INR 170,000 | JPY 300,000 | TRY 65,000

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Exclusive MDR Bundle for MSPs

Available to partners in the MSP Elevate program

Includes MDR Complete, plus:

- All integration packs
- Sophos NDR
- 1-year data retention

Compelling pricing:

- Same price for endpoints and servers
- ~20% uplift on MDR Complete for Endpoints

Easier sales

The simplified proposition is easy to communicate and removes friction and admin overhead

Future-proofed

The inclusion of all integration packs ensures seamless continuity if your customer changes or expands their technology providers

Value differentiation

The high value offering enables you to grow your business — and profit margins

Superior outcomes

Maximizing telemetry input through the inclusion of all integration packs and NDR accelerates threat detection and response

Sophos MDR Bundles

	ALL PARTNERS MDR Essentials	ALL PARTNERS MDR Complete	SOPHOS MSP Elevate MDR for MSPs
24/7 expert-led threat monitoring and response	✓	✓	✓
Compatible with non-Sophos security products	✓	✓	✓
Weekly and monthly reporting	✓	✓	✓
Monthly intelligence briefing: "Sophos MDR ThreatCast"	✓	✓	✓
Sophos Account Health Check	✓	✓	✓
Expert-led threat hunting	✓	✓	✓
Threat Response: active attacks are stopped and contained - Sophos XDR Agent or Sensor	✓	✓	✓
Direct call-in support during active incidents	✓	✓	✓
Root Cause Analysis: performed to prevent future recurrence		✓	✓
Full-scale Incident Response: threats are fully eliminated - Requires full Sophos XDR agent		✓	✓
Dedicated Incident Response Lead		✓	✓
Sophos Breach Protection Warranty		✓	✓
Sophos Incident Response Services Retainer	+	N/A: full IR Included	N/A: full IR Included
3rd Party Integrations - Firewall, Email, Identity, Cloud, Backup and Recovery	+	+	✓
1 Year Data Retention	+	+	✓
Sophos Network Detection & Response	+	+	✓

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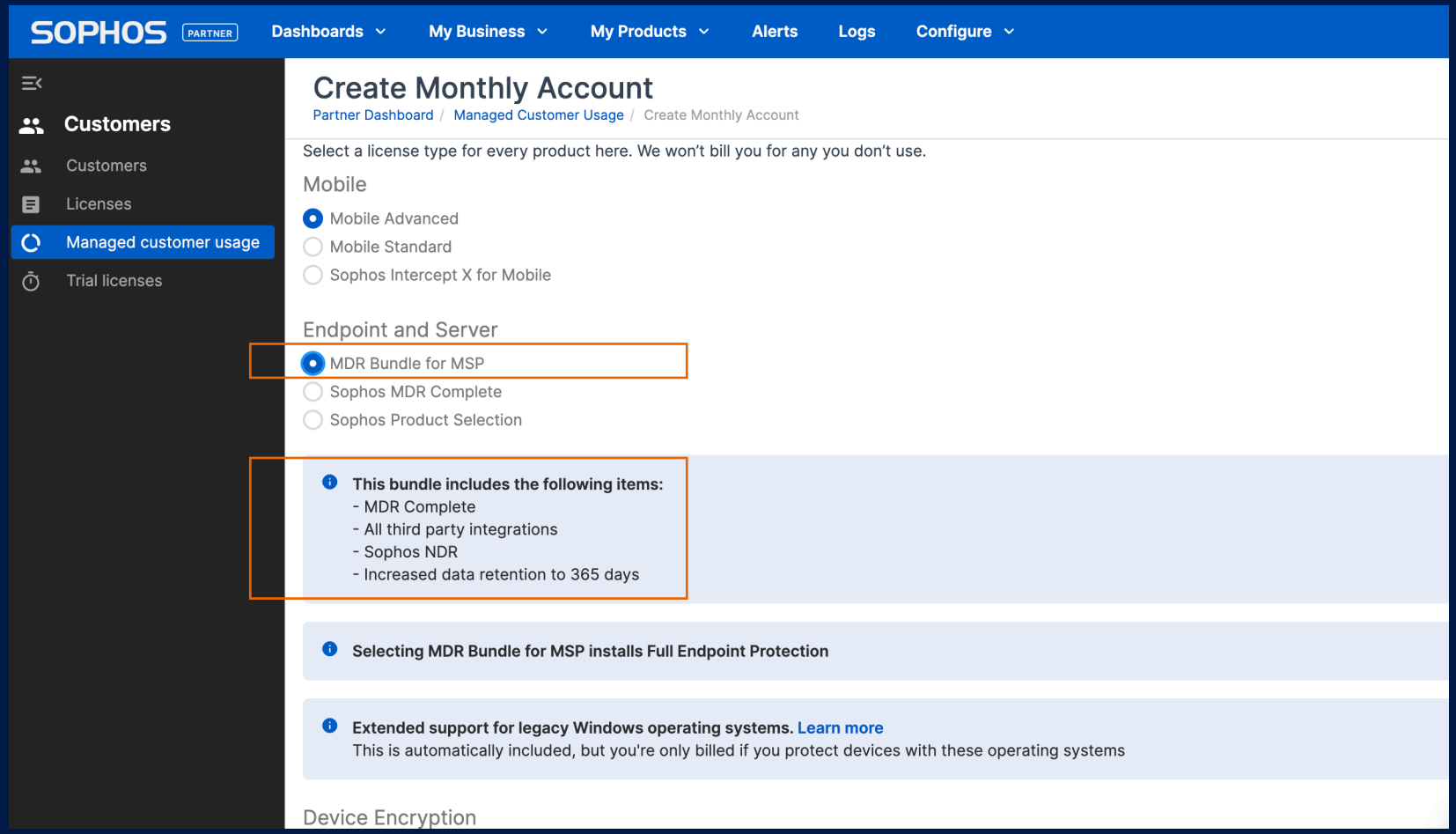
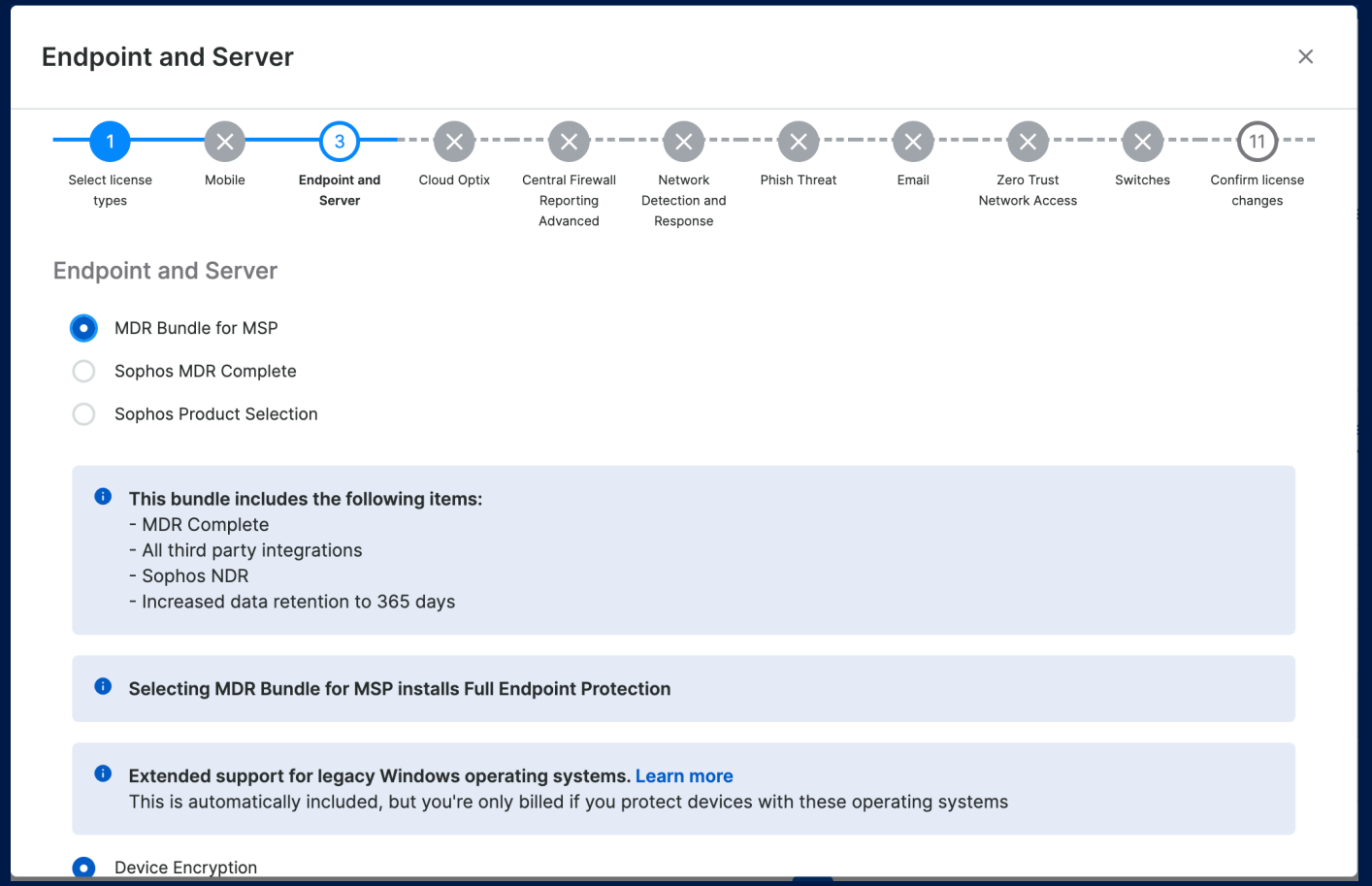
Applying the MDR Bundle for MSP in PDB

The MDR Bundle for MSP will be available in Sophos Partner Dashboard (PDB) within 24 hours of joining the MSP Elevate program.



Applying the MDR Bundle for MSP in PDB

Existing customers can be easily migrated to the MDR Bundle for MSP using the Wizard.



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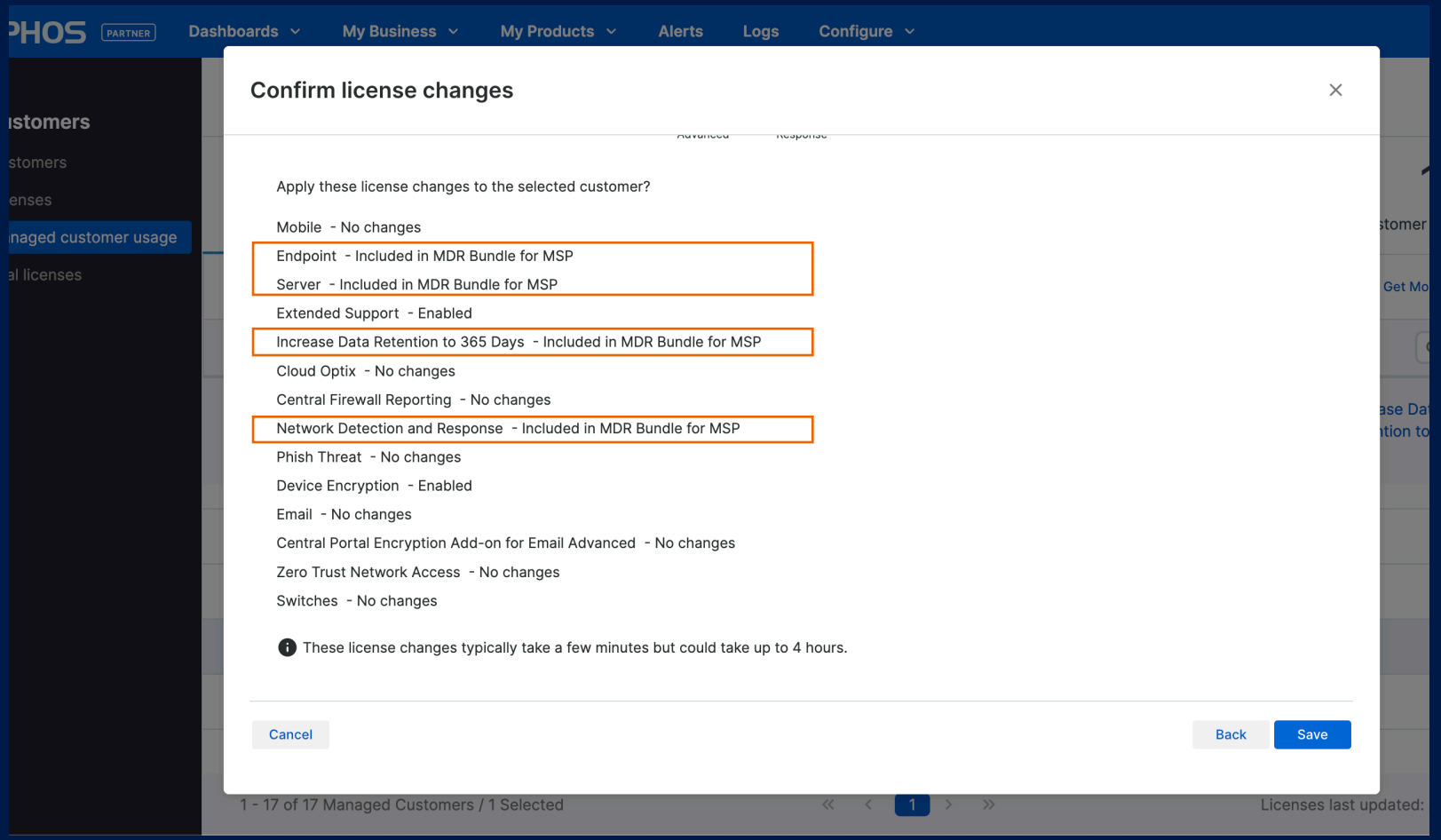

Exclusive 40% Discount on Network-in-a-Box

Available to partners in the MSP Elevate program

Network-in-a-Box:

- 5 go-to network hardware bundles
- Each includes Firewall, Switch and Wireless Access Points

Compelling pricing:

- 40% discount on hardware bundles, effected via promo code
- Non-Elevate partners can sell Network-in-a-Box but do not get the discount

Easier sales

The go-to bundles make it easy to quote and sell a right-sized network security solution

Easier management

Users can manage all their Sophos network solutions in the Sophos Central platform, increasing ease and efficiency

Increased profitability

Helps expand footprint with the full network stack while the 40% saving increases profitability

Superior outcomes

Sophos Active Threat Response enables users to automatically block network threats across all Sophos products

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Network-in-a-Box: Five Go-To Bundles

All the protection organizations need from a single provider, managed from a single console, and that works better together - to block active threats and automatically isolate compromised devices.

SD-BRANCH Network-in-a-Box

Remote Office/Retail

Firewall: XGS 88-108
Switch: CS101-8FP
Wireless AP: AP6 420

Branch Office

Firewall: XGS 118
Switch: CS110-24FP
Wireless AP: AP6 420

Power Branch Office

Firewall: XGS 128-138
Switch: CS110-48P
Wireless AP: AP6 420E

HEADQUARTERS Network-in-a-Box

Headquarters (HQ)

Firewall: XGS 2100 or 2300
3 Switches: CS110-48P
3 Wireless APs: AP6 840

Power HQ

Firewall: XGS 3100 or 3300
6 Switches: CS110-48P
6 Wireless APs: AP6 840

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Top Business Growth Opportunities with MSP Elevate

Upgrade Endpoint customers to MDR

The MDR Bundle for MSP is a compelling reason for customers to add 24/7 threat detection and response to their defenses.

Expand footprint in MDR customers

The MDR Bundle for MSP helps sell-in NDR and integration packs to your existing MDR customers.

Win new MDR customers

The differentiated MDR offering helps you stand out with organizations looking for high quality MDR.

Sell a network stack

Use the 40% hardware discount to expand firewall sales to include switches and access points.

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Joining the MSP Elevate Program

#1 Visit the Partner Portal page

#2 Review and accept Ts and Cs

#3 Receive welcome email

#4 Get started

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Defeat Cyberattacks