

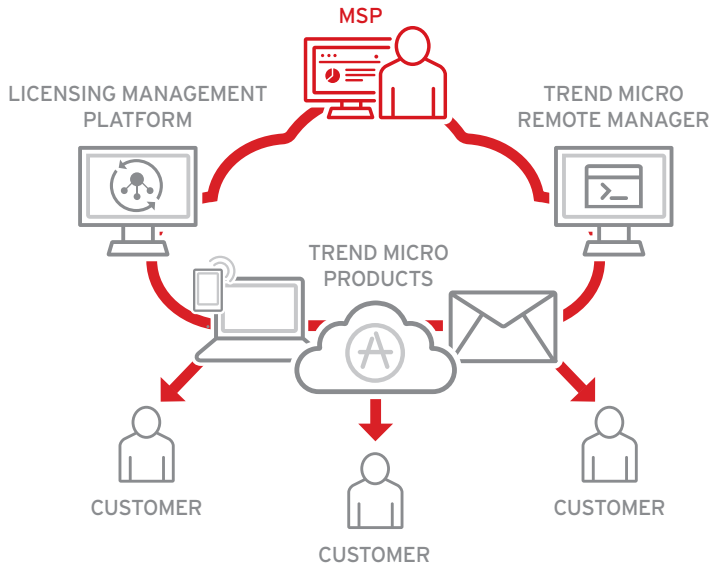
Trend Micro™

# MANAGED SERVICE PROVIDER PROGRAM

Transform your business as you increase value to your customers

Trend Micro provides a suite of security solutions tailored specifically for managed service providers (MSP). Our suite combines advanced threat protection techniques and a connected platform to centralize visibility across all security controls, layers, and customers. It also improves business efficiency by consolidating key functions, such as license and billing management.

Join our MSP Partner Program [here](#).



## MAXIMIZE YOUR CASH FLOW

- Monthly pay-as-you-go billing
- Aggregate license discounts
- No minimum license requirements
- No upfront costs
- Recurring revenue opportunities from a broad product portfolio

## ENHANCE CUSTOMER SERVICE

- Self-provisioned licensing
- Multi-tenant management tools
- Third-party remote monitoring and management (RMM) and professional services automation (PSA) integrations

## VENDOR SUPPORT

- Local account managers
- Software as a service (SaaS) and on-premises solutions to fit any customer environment
- Dedicated MSP technical support
- Technical Channel Account Managers

## COMPLETE AND CONNECTED CYBERSECURITY:

### Endpoint

- Cloud-based security detects even the most advanced malware through machine learning and layered security features.

### Data Center

- Server security for physical, virtual, and cloud deployments should perform in a way that fits each environment efficiently and consistently.

### Email

- No-maintenance required email solutions that deliver continuously updated protection to stop spam, malware, spear phishing, and the latest ransomware threats.

## THIRD-PARTY VALIDATION - VISION, TECHNOLOGY, AND EXECUTION:

It's one thing to claim to be a leader in cybersecurity, but another when this claim has been consistently validated by third-party firms.



CRN



CANALYS



FORRESTER



GARTNER

## GO BEYOND THE ENDPOINT & ELEVATE YOUR CYBERSECURITY SERVICES

**Trend Micro™ Worry-Free™ Services Advanced**  
(Worry-Free Services + Cloud App Security + Email Security)

**Trend Micro™ Worry-Free™ Services**

Worry-Free Services plus:

- Protection for Microsoft Office 365, Gmail, and cloud file sharing services
- Business email compromise (BEC) detection

**Trend Micro™ Worry-Free™ XDR (for MSPs)**  
(Worry-Free Services Advanced + Endpoint Sensor)

Worry-Free Services Advanced plus:

- Correlates data automatically across email and endpoint in one console
- Automated detection, sweeping, hunting, and root-cause analysis
- Advanced threat detection through cloud sandboxing
- Cross-Customer detection, investigation, and response. Do-it-yourself through Trend Micro Remote Manager.

**Trend Micro Worry-Free™ with Co-Managed XDR**  
(MSPs only. Worry-Free XDR + Managed Detection & Response)

Worry-Free XDR plus:

- 24/7 threat experts
- Detection, investigation, response, remediation
- Monthly reports
- Cross-customer analysis for your customer base. Do-it-by-Trend Micro threat experts.
- English only

**Trend Micro Remote Manager** | **Trend Micro Remote Manager (advanced features)**

“The vendor partnership is about more than just product and economics. We’re all in this together. For us, it was about closing our security gaps and having a partner we could openly communicate with. We look at partnerships as a long journey and focus on their people”

Brad Bell,  
Workplace IT lead network services delivery engineer

## MSP SALES ENABLEMENT

Trend Micro views the MSP partnership as more than just product and economics. It’s about closing security gaps, open communication, and long-term focus on people and partnerships. We’re an expert in security and an advocate for MSPs so your focus can be on supporting your customers and running your business.

## MSP ACADEMY

As an added benefit to our valued MSP partners, Trend Micro has collaborated with industry experts to deliver a free curriculum that will enable MSPs to develop and strengthen their cybersecurity strategy, expertise, and practice. Learn more [here](#).

## PHISH INSIGHT

Just one client can cause severe financial and reputational damage to your organization. Phish Insight helps you conduct a simulation to evaluate the risk level across your client base and training to empower your customers to protect their business. Learn more [here](#).

## TRENDSETTER PROGRAM

Trend Micro MSP partners earn incentives monthly based on new license growth of Trend Micro™ Worry-Free™ Services Suites. Earning rewards is easy: [Register for the TrendSetter Program](#), grow your Worry-Free Services business, spend your rewards. No claiming of sales is required.

Register as a Trend Micro MSP Partner [here](#)

“The people at Trend Micro made the difference. Trend Micro was focused on us, and we could tell they were dedicated to our vision. People need to be educated to work with a great partner, one that advocates for us and educates our customers”

James Rocker,  
Nerds That Care CEO



Securing Your Connected World

©2021 by Trend Micro Incorporated, a global leader in cybersecurity solutions, helps to make the world safe for exchanging digital information. Our innovative solutions for consumers, businesses, and governments provide layered security for data centers, cloud environments, networks, and endpoints. For more information, visit [www.trendmicro.com](http://www.trendmicro.com). [DS02\_MSP\_210602US]