

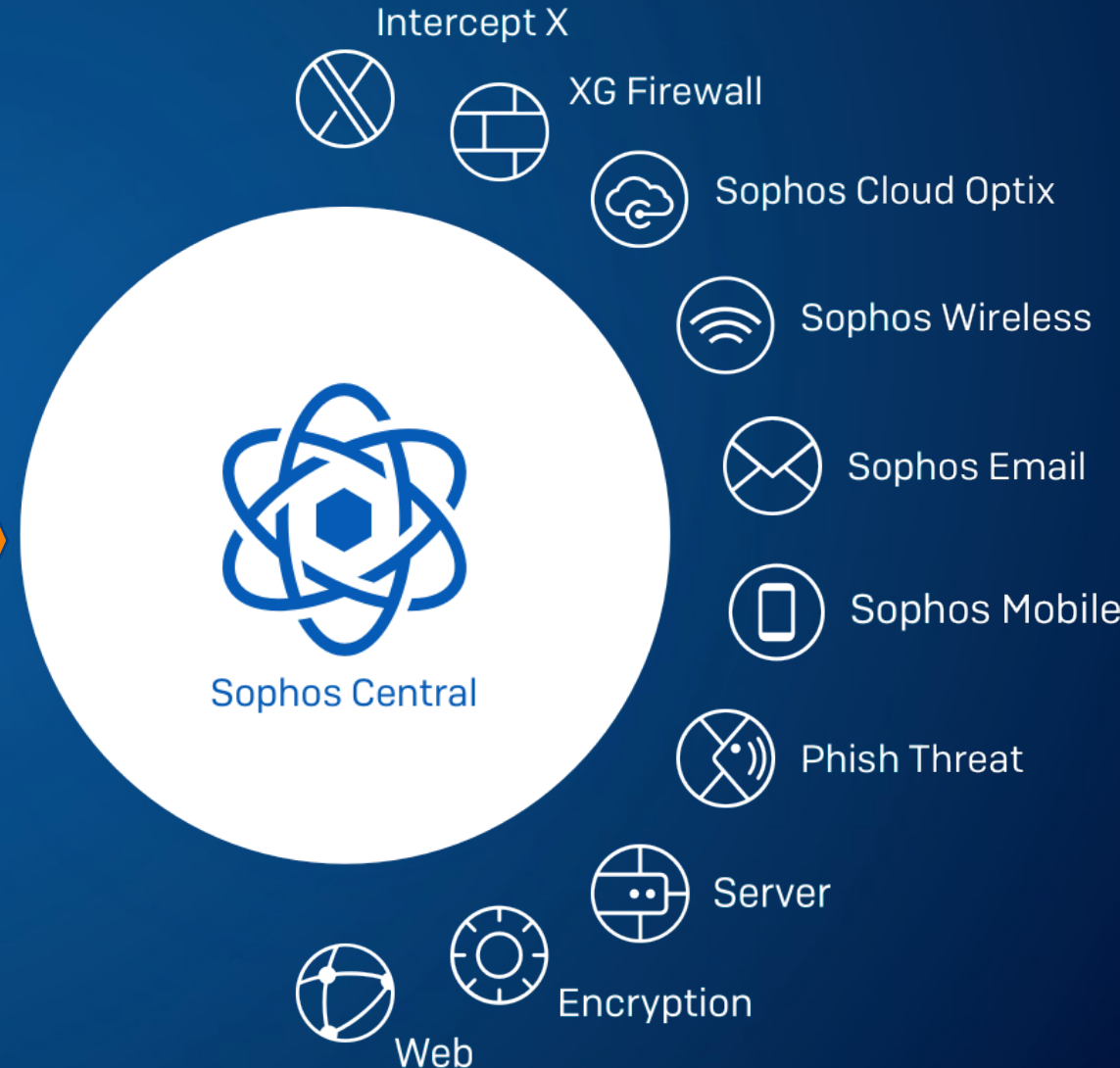
MSP Connect im Überblick

- **EIN** Security Hersteller
- **EIN** Management Dashboard
- **EIN** Flexibles Programm

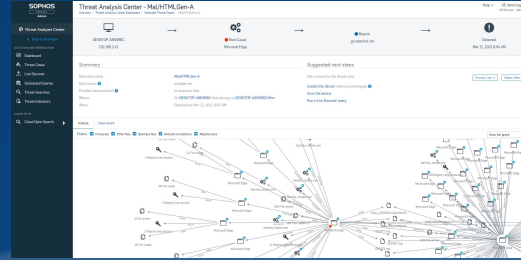


***EIN* Security Hersteller**
für Ihre kompletten IT Security Services

Hersteller Management vereinfachen – Kosten einsparen



Sophos Adaptive Cybersecurity Ecosystem (ACE)



Sophos Central



SECURITY MANAGEMENT



SECURITY OPERATIONS

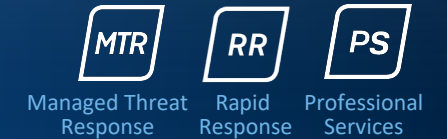
SOFTWARE



HARDWARE



SERVICES



Open APIs

- Industry/Developer
- Service Provider
- Administrator
- Security Operations

THREAT INTELLIGENCE



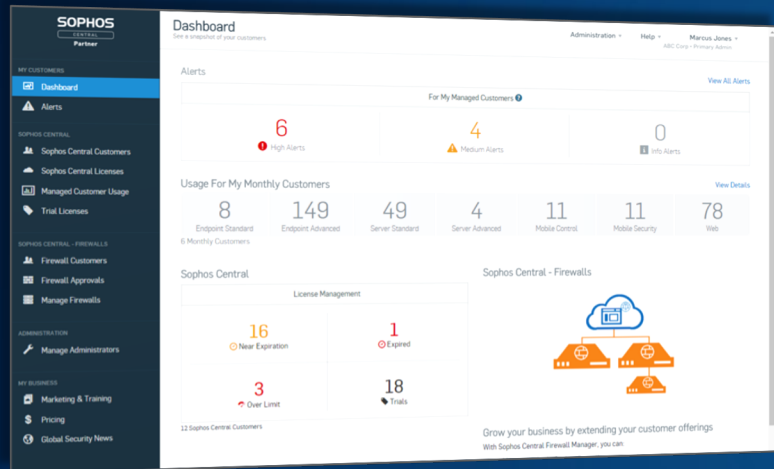
DATA LAKE

Ein Management Dashboard

SOPHOS

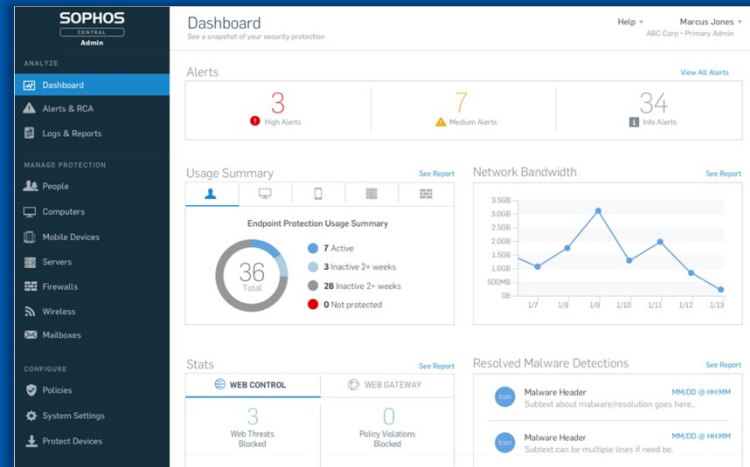
Sophos Central

Partner Dashboard



Ermöglicht Partnern die Verwaltung mehrerer Kunden-Installationen

Admin



- Endpoint Protection
- Mobile Protection
- Server Protection
- Encryption
- Wireless
- Web Gateway
- Email Security

Self Service



Ermöglicht Benutzern die individuelle Anpassung des Sicherheitsstatus und der Benachrichtigungen

LIVE DEMO CENTRAL

SOPHOS

Integrationen

SOAR/SIEM



RMM



PSA



BI/IT/DP/DOC



Sophos Central Deployment Addon for CW Automate



Sophos / ConnectWise Billing Integration for MSPs



Sophos Central Thin Installer for Kaseya VSA



Sophos / Autotask Billing Integration for MSPs



Sophos Central Deployment through Datto RMM



BrightGauge + Sophos Deliver Precision and Efficiency



Sophos Central Inspector



Endlich! Sophos XG ins Monitoring inkludieren



XG SNMP Monitoring by Auvik Collector

MSP HUB - <https://partnerportal.sophos.com/en-us/msp-hub.aspx>

Programmierschnittstellen (APIs)

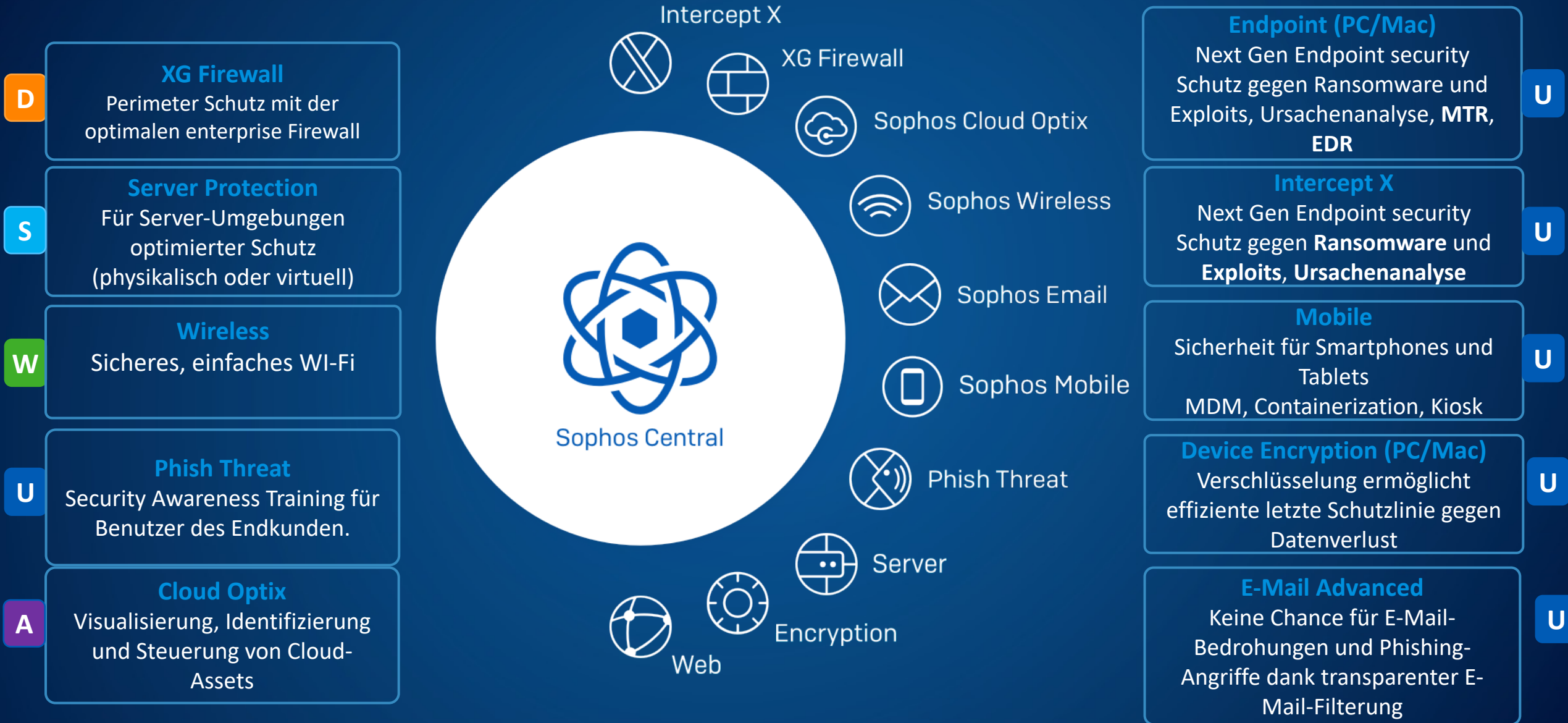
Common API Supports routine administrative actions such as managing Sophos Central alerts, users, and user groups.	Endpoint API Query computer and server endpoints that belong to a specific tenant, and perform routine actions on them.	Live Discover API Run osquery against endpoints connected to Sophos Central.
Partner API Enumerate and provision MSP-managed tenants, manage admin access, and fetch monthly billing report.	Who-am-I API Look up the unique ID assigned to your business entity by Sophos and the API host specific to your chosen data region.	XDR Query API Run XDR queries against the Sophos Data Lake.

API HUB - <https://developer.sophos.com/>

EIN Flexibles Programm

SOPHOS


End-to-end Schutz mit einem Hersteller




Lizenzierungs Beispiel




Kunde A
200 User
10 Server
5 Wireless
2 Devices



Kunde B
120 User
5 Server
48 Wireless




Kunde C
300 User
10 Server
15 Devices
1 Cloud



Kunde D
500 User
8 Server
9 Devices

=

MSP aggregierte Nutzung



1120 User
33 Server
26 Devices
53 Wireless
1 Cloud

Aggregierte Lizenz Abrechnung

User Licenses: Endpoint, Intercept X, EDR, MTR, Mobile, Encryption, Phish Threat, Email
1 -99 user licenses
100-499 user licenses
500-999 user licenses
1,000-4,999 user licenses
5,000-9,999 user licenses
10,000+ user licenses

Device: XG Firewall
1-24 devices
25-99 devices
100-199 devices
200 -499 devices
500-999 devices
1,000 + devices

1120 User
33 Server
26 Devices
53 Wireless
1 Cloud

Server Licenses: Standard and Advanced
1 -24 server licenses
25-99 server licenses
100-249 server licenses
250-499 server licenses
500-999 server licenses
1,000 + server licenses

Wireless: APX, AP15, AP55, AP100
1-24 access points
25-99 access points
100-199 access points
200 -499 access points
500-999 access points
1,000 + access points

Cloud: Cloud Optix
1-24 assets
25-99 assets
100-199 assets
200 -499 assets
500-999 assets
1,000+ assets

Der Weg zum MSP Connect Flex Partner

SOPHOS
MSP Connect Flex

Sophos &
Distributor
genehmigen
monatliche
Abrechnung

Managed
Services
Geschäfts -
Modell

MSP Connect
Anmeldung

Partner Portal ->
Training &
Certification:

Available Certifications



Erforderliche
Sales consultant
Trainings:
Sales fundamentals
(SC 01)

Sophos MSP
Connect - Sales
Consultant
(MSP01)

Anmeldung unter: www.Sophos.de/msp



Managed Services mit Sophos MSP Connect

Ein Anbieter, der Ihre IT Security Bedarf deckt :

- Vereinfachtes Anbieter Management -> reduziert Kosten
- Erweitern Sie Ihr Security Service Angebot -> erhöht den Umsatz
- Nutzen Sie die Automatisierung durch Synchronized Security -> erhöht die Effizienz

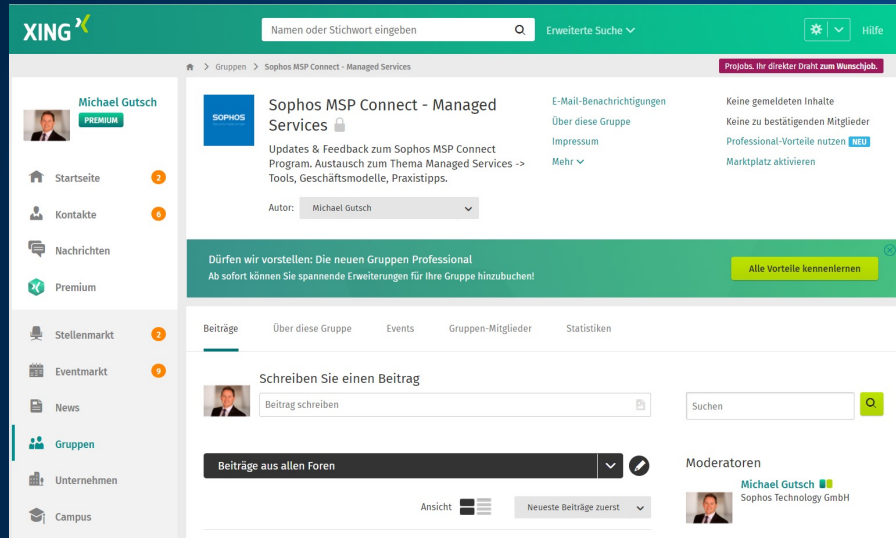
Einfache Kundenverwaltung mit Sophos Central:

- Einfach zu nutzen, Cloud basiert, keine on premise management infrastruktur nötig
- Automatisierung: Script gesteuerte Installation, PSA Integration für die Abrechnung, APIs

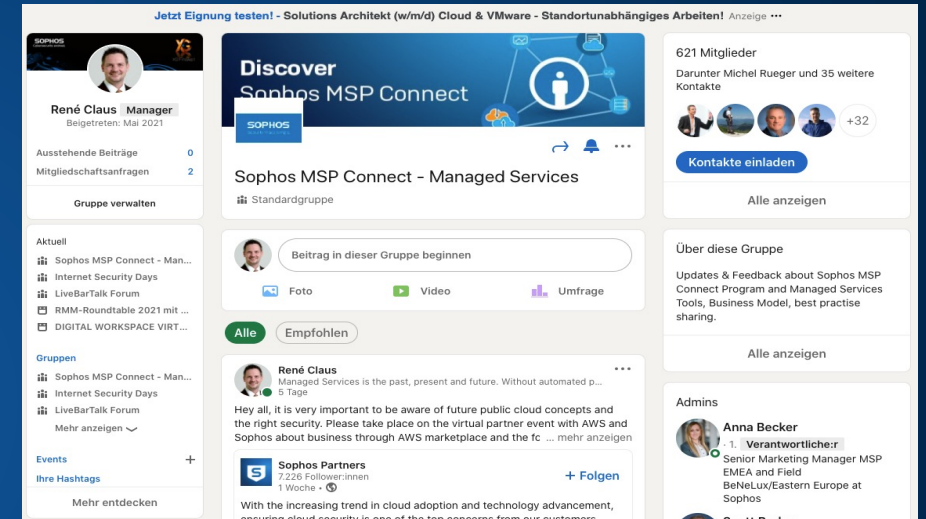
Flexible und faires MSP Programm:

- Nutzungsbasierte monatliche Abrechnung, kein regelmäßigen Bestellungen oder Lizenzverwaltung nötig
- Einfacher Start, kein Minimum Umsatz erforderlich -> Klein Start und über Zeit wachsen
- Volumen basierte Rabatte, aggregierte Abrechnung -> steigende Profitabilität

Nehmen Sie an unserer MSP XING / Linked In Gruppe teil



<https://www.xing.com/communities/groups/sophos-msp-connect-managed-services-1bae-1095112>



<https://www.linkedin.com/groups/13534937/>

Sophos MSP Global YouTube Channel

Sophos MSP Global
118 subscribers

HOME VIDEOS PLAYLISTS CHANNELS DISCUSSION ABOUT

MSP Flex Getting Started ▶ PLAY ALL

1:02:11	1:10:44	10:40	45:07
Welcome to Sophos MSP FLEX Sophos MSP Global 100 views • 3 weeks ago	MSP XG Firewall: Start to Finish Sophos MSP Global 365 views • 1 month ago	Setting up Synchronized Security Sophos MSP Global 72 views • 1 week ago	Sophos XG: CFM/SFM and The New CM1 Sophos MSP Global 161 views • 3 weeks ago

Recent activities ▶ PLAY ALL

8:57	49:33	10:40	49:54	1:02:11
Central Partner Dashboard - Role Based Administration Sophos MSP Global 16 views • 3 days ago	[German] Sophos MSP Connect: Monatliche Infos... Sophos MSP Global 30 views • 1 week ago	Setting up Synchronized Security Sophos MSP Global 72 views • 1 week ago	Sophos Wireless APX Sophos MSP Global 78 views • 2 weeks ago	Welcome to Sophos MSP FLEX Sophos MSP Global 100 views • 3 weeks ago

Central Partner Dashboard Features ▶ PLAY ALL

11:12	8:57
Sophos Central Partner Dashboard: Global Templates Sophos MSP Global	Central Partner Dashboard - Role Based Administration Sophos MSP Global

- ✓ Speziell für MSPs
- ✓ Produkt & Programm
- ✓ Mehrsprachige Aufnahmen
- ✓ Immer up to date

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SOPHOS

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Security made simple.