Acronis

Managed Security Service Provider (MSSP) Partner Program

Unlocking new revenue streams for MSSPs with comprehensive cyber protection services

Acronis

Introducing the Acronis MSSP Partner Program

Welcome to the Acronis Managed Security Service Provider (MSSP) Partner Program

The **Acronis MSSP Partner Program** is designed to enable managed security service providers (MSSPs) to expand their security offerings by integrating **Acronis Endpoint Detection and Response (EDR) and Extended Detection and Response (XDR)** into their managed security services. This initiative empowers MSSPs to provide **managed detection and response (MDR)** services under their own brand while leveraging Acronis' technology. Acronis offers partners a **comprehensive suite of tools, structured enablement and marketing support**, allowing them to differentiate themselves in the market while maintaining full control over **pricing, service delivery and branding**.

GROW your MSSP business with Acronis

Gain a competitive edge

Widen revenue streams

Acronis MSSP Partner Program

Reach new markets

Optimize security operations

The Acronis MSSP Partner Program is designed with the following benefits:

Gain a competitive edge
Leverage Acronis' cutting-edge cybersecurity solutions and expert enablement to stand out in the MSSP market.

Optimize security operations
Simplify service delivery with a single-agent, single-console platform that integrates EDR, XDR, backup, disaster recovery and RMM.

Reach new markets
Expand your business with access to 20,000+ MSPs, boosting visibility and customer acquisition.

Widen revenue streams
Unlock new opportunities with high-margin security services, driving profitability and business growth.

Who is this program for?

The Acronis MSSP Partner Program is specifically designed to empower a range of service providers in the cybersecurity domain. The program is tailored for:

1. MSSPs looking to expand their service offerings by leveraging **Acronis EDR and XDR** to provide enhanced protection and meet the evolving needs of their customer base.

2. MSPs transitioning to MSSP models that are interested in building a comprehensive security service portfolio to cater to growing market demands for managed security solutions.

3. MSSPs aiming to deliver managed detection and response (MDR) services to clients within **Acronis' extensive ecosystem of 20,000+ MSP partners**.

By joining the Acronis MSSP Partner Program, you will gain access to the tools, training and resources needed to scale your operations, differentiate your services and increase profitability.

Eligibility criteria

1. Dedicated SOC team: MSSPs must operate a fully functional SOC capable of providing continuous monitoring and management.

2. 24/7 incident response: MSSPs must ensure around-the-clock incident handling and threat resolution capabilities.

3. MDR service reporting: MSSPs must provide monthly reports to customers and partners on MDR service outcomes, ensuring transparency and continuous improvement.

4. Commitment to integrating with the Acronis platform: MSSPs must demonstrate a technical and operational commitment to integrate with the Acronis platform.

Acronis MSSP Partner Program requirements and standards

Certifications and entry requirements

To participate in the Acronis MSSP Partner Program, MSSPs must meet specific certification and entry requirements to ensure the highest standards of service delivery. These include:

- Operating a **dedicated security operations center (SOC)** capable of 24/7 incident response monitoring and management.
- MSSPs must continuously **integrate** and optimize their services with the **Acronis platform**, ensuring seamless interoperability, security and service delivery.
- Designating a **primary contact** to ensure streamlined communication and coordination with Acronis.
- Complying with **annual recertification** processes to stay updated with Acronis' latest security advancements.
- Meeting all obligations defined in the **Partner Agreement** and maintaining service quality benchmarks.
- Encouraging staff to undergo **training and certification** on Acronis cybersecurity solutions.

Service quality standards

MSSPs are expected to deliver robust security services, which involve:

- **Threat monitoring and response** – Delivering proactive, real-time detection and response to security threats using Acronis tools.
- **Quarterly reporting** – Sharing periodic performance metrics, incident details and service efficiency reports with Acronis.

Partner Portal engagement

Active engagement with the **Acronis Partner Portal** is strongly recommended to:

- Access up-to-date training materials and program documentation.
- Receive important updates on tools and resources.
- Manage customer accounts and track certifications.

By adhering to these requirements, MSSPs can ensure seamless integration into the Acronis MSSP Partner Program while delivering top-tier security services to their clients.

Program workflow

ACE your MSSP journey with Acronis

The **Acronis MSSP Partner Program** is designed to provide a structured and comprehensive framework for onboarding, certifying and supporting MSSP partners as they deliver advanced security services to their customers. This workflow ensures high-quality service delivery, fosters trust and provides consistent resources and guidance throughout the partnership lifecycle.

The journey begins with an initial **self-assessment**, where each MSSP partner evaluates their existing capabilities and operational readiness to offer managed security services. Acronis provides an **Excel-based evaluation tool** to guide this process, enabling partners to identify gaps and areas for improvement. This self-assessment lays the foundation for their participation in the program, ensuring alignment with Acronis' service standards.

Upon successful self-assessment, partners proceed to the **certification phase**, where they demonstrate

their technical proficiency and operational competency. Acronis supplies a test scenario to validate each MSSP's ability to deliver services at the required level. This phase ensures that every certified partner is equipped to provide robust and reliable managed detection and response (MDR) services using Acronis technology.

After achieving certification, MSSP partners formalize their participation by completing the **contract signing** phase. New MSSPs enter into a service provider contract with Acronis, which defines the terms of collaboration, including service delivery expectations, revenue-sharing arrangements, and their commitment to incorporating Acronis services into their managed offerings.

For new MSSPs, this contract establishes the foundation of their engagement with Acronis, outlining their rights and responsibilities in delivering Acronis services. For
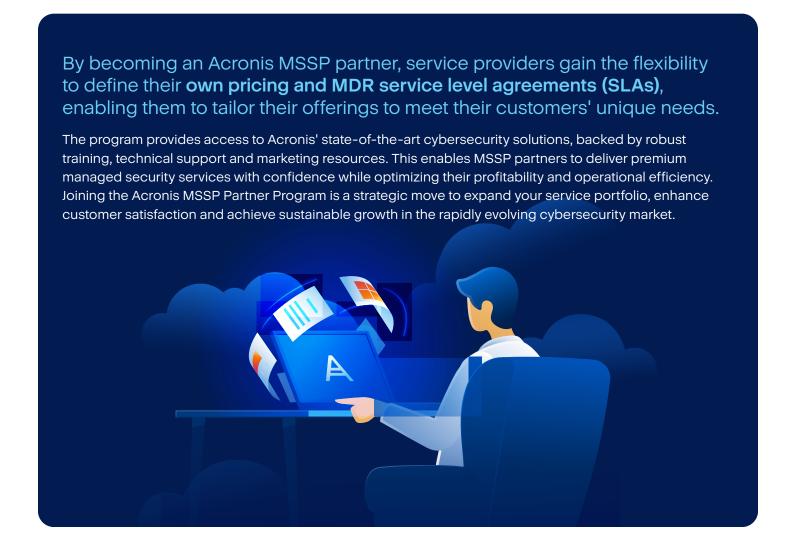
existing MSSPs with an active service provider contract, no new contract is required. They automatically become part of the MSSP program upon certification, ensuring their service delivery and sales commitments align with program requirements.

Once the contract is in place, the MSSP moves to the **integration** phase, where completing the technology integration with Acronis through our available APIs is mandatory to prepare for service delivery. To maintain transparency and uphold service quality, MSSPs are required to share quarterly reports with Acronis. These updates must include details such as customer lists, the number of workloads being managed and overall service performance. Acronis reserves the right to contact end users directly to gather feedback on an MSSP's performance and ensure that the program's standards are consistently met.

To sustain the highest levels of service delivery, MSSP partners participate in an **annual recertification** process. This involves updated training and testing to ensure partners remain proficient in using Acronis solutions and stay ahead of evolving cybersecurity threats. Recertification also provides MSSPs with an opportunity to engage directly with Acronis, offering feedback on the program and requesting enhancements to products and support services.

Throughout this workflow, Acronis supports its MSSP partners with extensive resources, including access to the **Acronis Partner Portal**. This portal serves as a central repository for training materials, marketing assets and technical documentation. Additionally, MSSPs benefit from dedicated support channels, which provide assistance with product implementation, troubleshooting and service optimization.

By becoming an Acronis MSSP partner, service providers gain the flexibility to define their **own pricing and MDR service level agreements (SLAs)**, enabling them to tailor their offerings to meet their customers' unique needs.

The program provides access to Acronis' state-of-the-art cybersecurity solutions, backed by robust training, technical support and marketing resources. This enables MSSP partners to deliver premium managed security services with confidence while optimizing their profitability and operational efficiency. Joining the Acronis MSSP Partner Program is a strategic move to expand your service portfolio, enhance customer satisfaction and achieve sustainable growth in the rapidly evolving cybersecurity market.

Program benefits

What benefits do our MSSPs get?

Acronis provides a **transformative partnership for managed security service providers (MSSPs)**, combining cutting-edge technology, flexibility and a partner-focused approach. Here's why MSSPs choose Acronis to scale their business:

1. Complete MDR pricing flexibility.
Acronis gives MSSPs the **freedom to set their own pricing and service level agreements (SLAs)** for managed detection and response (MDR) services. This flexibility enables partners to customize their offerings, maximize profitability and meet the unique needs of their customers.

2. Unparalleled market visibility and growth opportunities.
Certified MSSPs are prominently marketed as regional Acronis partners, gaining exposure to Acronis' vast network of over 20,000 MSP clients worldwide. This visibility creates new opportunities to attract end users and collaborate with MSPs seeking MDR services, enabling MSSPs to expand their customer base and establish themselves as trusted regional leaders. Additionally, partners can **leverage Acronis marketing materials**, as well as **participate in and host Acronis marketing events**, maximizing their brand visibility and lead generation efforts to accelerate business growth.

3. A unified and comprehensive cybersecurity solution.
Acronis provides a seamlessly **integrated cybersecurity ecosystem** that goes beyond traditional EDR solutions. MSSPs gain access to a full suite of Acronis security and data protection tools, including Endpoint Detection and Response

(EDR), Extended Detection and Response (XDR), Remote Monitoring and Management (RMM), Disaster Recovery, Backup and Recovery, and advanced cyber resilience features. By consolidating these critical services into a single platform, MSSPs can reduce operational complexity, enhance service efficiency and provide end-to-end protection to their customers — all without the need to manage multiple disconnected solutions.

4. Leadership in MSP-focused cybersecurity.
As a leader in cybersecurity solutions tailored to MSPs, Acronis equips partners with advanced tools that address the specific challenges of multitenant environments. Its focus on operational technology (OT) security and seamless integration with existing IT frameworks ensures MSSPs can provide exceptional service across diverse sectors.

5. Advanced multitenancy dashboards.
Acronis' multitenancy dashboards are purpose built for MSSPs, enabling efficient management of multiple clients through a single interface. This capability empowers MSSPs to deliver consistent, high-quality services while simplifying operations and minimizing administrative overhead.

6. Commitment to partner success.
Acronis is deeply committed to ensuring the success and satisfaction of its MSSP partners. With access to extensive training programs, co-marketing resources

and a dedicated support infrastructure, MSSPs are empowered to grow their business, deliver top-tier services and maintain long-term customer relationships.

7. Industry leadership and continuous innovation.
Acronis consistently leads the market in cybersecurity innovation, leveraging AI-driven technologies, behavioral analytics and automated threat response to combat evolving cyberthreats. As a partner, MSSPs gain access to best-in-class

solutions that position them as trusted providers in the cybersecurity space.

8. Proven results and high-margin opportunities.
The Acronis MSSP Partner Program is designed to drive profitability and recurring revenue growth. By leveraging Acronis' scalable solutions and flexible pricing models, MSSPs can confidently expand their service portfolio and achieve sustainable success in the competitive cybersecurity market.

Choosing Acronis means partnering with an industry leader committed to your success, equipping you with the tools, visibility and support needed to build a thriving MSSP business. With Acronis, you gain a trusted ally in delivering cutting-edge security services, meeting customer demands and achieving sustainable growth in the cybersecurity market.

FAQ

? What is the Acronis MSSP Partner Program, and who is it for?

The Acronis MSSP Partner Program is designed for managed security service providers (MSSPs) looking to enhance their cybersecurity offerings with advanced EDR and MDR solutions. It's ideal for existing MSSPs, MSPs transitioning into managed security, and service providers with a dedicated focus on endpoint protection.

? Do I need to be an existing Acronis partner to join the program?

Participation in this MSSP program requires being an active Acronis Cyber Protect Cloud partner. If you're not already a partner, you can apply to join the Acronis partner ecosystem.

? How does the program handle branding and visibility?

While the services are powered by Acronis technology, MSSPs have the flexibility to market them under their own brand or leverage Acronis branding if preferred. Certified partners are also listed on the Acronis website as regional MSSP providers, increasing their visibility to over 20,000 MSPs in the Acronis ecosystem.

? What differentiates the Acronis MSSP Partner Program from similar programs?

The Acronis MSSP Partner Program stands out by offering exclusive partner benefits and a fully integrated cybersecurity platform. MSSPs gain access to a comprehensive suite of security solutions, including EDR, XDR, RMM, disaster recovery and advanced threat protection, all managed through multitenancy dashboards designed for service providers. Additionally, certified partners enjoy exclusive pricing discounts, enabling them to increase profitability while delivering top-tier security services. With Acronis, MSSPs can streamline operations, scale efficiently and strengthen their position as cybersecurity leaders.

? What type of training and resources does Acronis provide?

Acronis provides extensive training and certification programs covering technical implementation, service delivery best practices and sales enablement. Partners also have access to marketing materials, co-marketing opportunities and ongoing product updates.

? Can MSSPs resell additional Acronis solutions alongside EDR and MDR?

Yes, MSSPs can expand their offerings to include Acronis' complete suite of cybersecurity solutions, including backup, disaster recovery, and RMM. This enables them to provide a comprehensive, end-to-end security and management solution, enhancing protection, resilience and operational efficiency for their customers.

? What is the revenue model for MSSPs in the program?

The pricing and revenue for MDR services are entirely managed by the MSSP, giving them full control over their profit margins.

? Are there language or regional limitations for the program?

The program is global, but Acronis-certified MSSPs are encouraged to provide local language and regional support as part of their offering. This enables them to better serve their customers and differentiate themselves as regional experts.

? What ongoing support is available to certified MSSPs?

Certified partners receive 24/7 technical support, access to the Partner Portal, quarterly roadmap updates and opportunities to influence product development. Regional Acronis account managers are also available to assist with program engagement and growth.

? What happens if a partner fails recertification?

Partners who fail recertification are given opportunities to retake the training and tests.

? Is there a minimum commitment to join the program?

While there's no strict minimum financial commitment, MSSPs must meet eligibility requirements, including a dedicated SOC team and adherence to SLAs. Growth-focused tiers may have additional requirements, such as reaching specific sales milestones.

❓ Can MSSPs get leads from Acronis through this program?

Yes, Acronis-certified MSSPs are featured on the partner locator page and in the integrations section of the Acronis console. This visibility helps attract leads and MSP clients looking for regional MSSP services.

❓ How long does it take to become certified as an MSSP partner?

The timeline varies depending on the partner's readiness, but the certification process typically includes a self-assessment, training completion and service validation. Most partners can complete the process within a few weeks.

❓ How does Acronis protect customer data and ensure compliance?

Acronis adheres to global data protection standards and frameworks, such as GDPR and CCPA. Its solutions are designed with robust security measures to ensure that both MSSPs and their customers remain compliant.

❓ How does Acronis ensure that MSSPs stay competitive in the market?

Acronis continuously innovates its solutions to stay ahead of emerging threats. MSSPs benefit from these advancements and receive regular updates, including AI-driven features, behavioral analytics and enhanced threat intelligence, to remain competitive.

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Learn more at
www.acronis.com