

# DS Labs Global MSSP Program

EMPOWER • INNOVATE • GROW



Brochure

# DS Labs Global Managed Security Service Provider Program



## MSSP Program overview

DS Labs relies on its partners to deliver transformative solutions that ensure customers a fast return on their security investments, without impacting productivity. Our deep history of partnerships and countless opportunities for knowledge exchange are essential for us to continue to fuel cybersecurity innovation across the globe. Together, we can provide true, uncompromising security for our people and data for years to come.

The MSSP program allows service providers to enable new service revenue streams in areas of strong market growth, develop customer relationships as a trusted cybersecurity advisor, and build a strategic relationship with DS Labs a security industry leader.

### Designed specifically for MSSPs

- On-premises and cloud-based options simplify service introduction, minimize capital expenditures, and speed up ROI
- Multi-tenant, with strong isolation for seamless scalability allows you to cost-efficiently grow your business
- Flexible management options provide you visibility and control across physical, virtual, and hybrid IT environments
- Pre-packaged and customizable report templates allow you to tailor your services to meet customer requirements
- Pay-as-you-grow monthly billing minimizes your costs as you grow your revenue
- Roadmap visibility and influence to address the evolving security challenges of your customers

## Best-in-class security solutions for your customers

- DS Lab's human-centric cybersecurity systems protect your most valuable assets at the human point: the intersection of users, data and networks
- Flexible deployment options to deliver high-value services across physical, virtual, and cloud environments
- High-efficacy, differentiated security solutions enable you to understand the normal rhythm of your customers' behavior and data flow to better identify and respond to security risks in real time
- Strong commitment to research and development—as technology and users' needs evolve, we are constantly looking to expand our offerings while staying true to our core philosophy of protecting the human point
- DS Labs innovative technology, decades of experience, and clear vision help solve critical security issues to protect employees, business data, and IP

## Fully backed by DS Labs experience, expertise and commitment to ensuring joint success

- Dedicated service provider partner team to support and execute against your business plan
- Access to DS Lab's one-stop online technical support portal
- Go-to-market support to accelerate your ramp time and ensure shared growth and profitability

## Why choose the DS Labs Global MSSP Program?

MSSPs are an important route to market and DS Labs works in conjunction with the MSSP community to offer customers a fully managed, people-centric approach to protecting an organization's users, critical data, and IP. The DS Labs Managed Security Service Provider (MSSP) program provides a technology platform, accompanying professional services, and training derived from DS Labs diverse product portfolio and driven by channel partner experience, solution expertise, and commitment to ensuring joint success.

- **Deep partner roots.** DS Labs is an ideal security service provider partner due to our differentiated solutions, partner programs designed to drive partner profitability, and a long history of successful partner activity. Our many years of global partner relationships stand as a testament to our commitment.
- **Unmatched technology.** DS Labs combines decades of experience with the financial commitment necessary to build and deliver sophisticated, integrated security solutions. Our uncompromising systems empower end users with unobstructed access to data while protecting intellectual property and simplifying compliance.
- **Differentiation of services.** DS Labs enables MSSP partners to tailor service offerings based on their customer requirements through best-in-class security solutions. MSSP partners can upsell current customers and attract new high-value customers by offering customizable services across multiple deployment models.
- **Easy to do business with.** Managed security service providers have to balance the ability to provide new services with the need for additional capital investments. DS Lab's MSSP program offers multiple purchasing models, allowing MSSPs to align costs with revenue, accelerating time to profitability.

01

### Increase Top Line Performance

- › DS Labs offers a rich menu of services and procurement options to accommodate all budgets and business models

02

### Boost Customer Satisfaction

- › Deliver high-performance, customizable solutions to meet the needs of your customers without hindering their productivity

03

### Empower the Partner

- › DS Lab's MSSP program was built from the ground up to effectively enable our partners with training, certification programs, and dedicated account managers

# Become a DS Labs MSSP Partner

## Apply to the DS Labs Global Managed Security Service Provider Program!

Contact us to learn more about our DS Labs Global Managed Security Service Provider Program today and discover how we can expand your business, profitability, and success. Email us at [mssp@ds-labs.dev](mailto:mssp@ds-labs.dev)



## About DS LABS

DS Labs is the leading user and data protection cybersecurity company, entrusted to safeguard organizations while driving digital transformation and growth. DS Lab's humanly-attuned solutions adapt in real-time to how people interact with data, providing secure access while enabling employees to create value. Based in Stuart, Florida, DS Labs creates safe, trusted environments for customers worldwide.