Why become a Bitdefender MSP Partner?

Best Protection. Technology at its Excellence

Business Comprehensive approach. Working together seamlessly

Scaled Revenue Growth. Dedicated benefits

PROVEN #1 PROTECTION & PERFORMANCE

Bitdefender consistently ranks first in major independent tests for demonstrating the best protection against cyber-threats with the fewest false positives and smallest performance impact on protected systems.

UNIFIED COMPREHENSIVE MSP SECURITY SUITE

Bitdefender Cloud Security for MSP includes all essential security layers but also Anti-exploit, Advanced Tunable Machine Learning, Sandbox and EDR, managed from a single console.

SIMPLIFIED LICENSING & PROVISIONING – PAY AS YOU GO

Manage protection for all customers from a single cloud hosted console with dynamic monthly billing. Automate tasks and streamline management using the API integrations with major RMM/PSA platforms.

24/7 PARTNER PORTAL ACCESS

Speed up billing, lead gen and sales effort leveraging this central point of access to valuable tools and resources, including to the marketing self-service platform

INCREMENTAL PROFITS

Benefit from aggregated tiered pricing at MSP level that reduces cost per endpoint for the MSPs managing IT services for a high number of SMB organizations.

YOUR COMPANY PROTECTED

We provide free of charge comprehensive endpoint security solution licenses which MSPs can deploy to protect their own infrastructure

Bitdefender®
PARTNER ADVANTAGE NETWORK

BENEFITS OVERVIEW

		BRONZE	SILVER	GOLD
Program Benefits	Partner Success Management	·	✓	✓
	Technical Account Management	·	·	✓
	Reference Program	·	·	✓
	Partner Advisory Board	·	·	✓
	MSP Online Community	·	·	✓
	Partner Portal	✓	✓	✓
	Partner Communications	✓	✓	✓
Financial Benefits	MSP Monthly Licensing with aggregated tier-based pricing	✓	✓	✓
Marketing Benefits	Marketing Development Funds	·	✓	✓
	Partnership Status Logo	✓	✓	✓
Sales Support Benefits	Usage Breakdown Visibility per Customer	✓	✓	✓
	NFR License Keys	✓	✓	✓
	Partner Locator	·	✓	✓
Technical Benefits	Access to Knowledge Base	✓	✓	✓
	Level 2 Support	✓	✓	✓
	Hand-on Training	·	✓	✓
Training and Enablement Benefits	Interactive Sales and Technical Online Courses	✓	✓	✓
	Professional Certifications	✓	✓	✓
	Training Webcasts	·	✓	✓
	Product Demos	·	✓	✓
	Easy Accessible Sales and Technical Training Materials	·	·	✓

REQUIREMENTS OVERVIEW

		BRONZE	SILVER	GOLD
Program Requirements	Partner Agreements	✓	✓	✓
	Company Profile	✓	✓	✓
	Offer 1 Level Support	✓	✓	✓
	Provide Services to Customers	✓	✓	✓
	Business Plan	·	✓	✓
Financial Requirements	Annual Revenue Attainment Goals	·	✓	✓
Training Requirements	Sales Professional Training & Certification	·	✓	✓
	Technical Professional Training & Certification	·	✓	✓

Bitdefender®

Bitdefender is a cybersecurity leader delivering best-in-class threat prevention, detection, and response solutions worldwide. Guardian over millions of consumer, business, and government environments, Bitdefender is the industry's trusted expert* for eliminating threats, protecting privacy and data, and enabling cyber resiliency. With deep investments in research and development, Bitdefender Labs discovers 400 new threats each minute and validates 30 billion threat queries daily. The company has pioneered breakthrough innovations in antimalware, IoT security, behavioral analytics, and artificial intelligence and its technology is licensed by more than 150 of the world's most recognized technology brands. Founded in 2001, Bitdefender has customers in 170 countries with offices around the world. For more information, visit https://www.bitdefender.com.

*Bitdefender has ranked #1 in 54% of all tests by AV-Comparatives 2018-2021 for real-world protection, performance, malware protection & advanced threat protection.