WITH secure



EUROPEAN CYBERSECURITY BUILT FOR MODERN MSPs

Unlock the Business Potential of Co-Security



Created for MSPs. Powered by AI. Built in Europe.

WithSecure™ helps MSPs turn rising cyber threats, regulations, and customer expectations into business growth. Our Co-Security approach and WithSecure™ Elements platform are built for modern MSPs, enabling you to deliver scalable, compliant, and resilient managed security services.
From fast go-to-market to recurring revenue and customer relationships built on trust, we help you build, launch, operate, and grow a profitable security business with confidence.

CYBERSECURITY™
MADE IN EUROPE

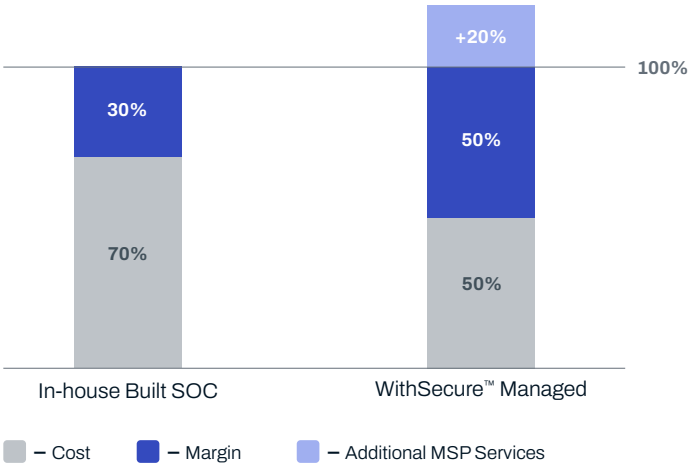
The European Security Platform Built for Profitable MSP Evolution

Security is becoming more complex. AI-driven attacks are rising, and regulations like NIS2 and DORA are elevating cyber risk to the board-level agenda. At the same time, customers expect protection and resilience — not just more tools to manage. MSPs that stay focused on operating tools face growing price pressure and shrinking margins. The market is shifting toward providers who deliver outcomes.

MSPs need a platform that helps them move step by step from managing tools to delivering resilience, advisory services and long-term customer relationships. That is the journey WithSecure™ enables. WithSecure™ Elements is a unified, multi-tenant platform that protects endpoints, identities and clouds as well as provides Exposure Management and AI-powered MDR – all in one console with one lightweight agent. That architectural simplicity directly improves your unit economics and allows you to scale security services profitably.

WithSecure™ supports your evolution as a long-term partner. Our partner NPS is 65 (excellent), and many of our top MSP partners have worked with us for more than 10 years. Through our Co-Security model, our experts provide 24/7 monitoring while you keep the customer relationship and revenue stream.

Typical 24/7 Detection & Response Revenue and Profit Split for 5,000 End-Users



70%
more profitable
vs. in-house built 24/7 detection & response SOC

20%
more revenue
enabled with additional MSP services like virtual CISO

Build Your Cybersecurity Business in 5 Steps

1

Engage & Assess

Initial Consultation
An introductory meeting to define next steps, align on business goals, and establish the partnership.

MSP Security Assessment
A 1:1 strategy session with a WithSecure™ expert covering portfolio design, benchmarking, reference cases, and our MSP Playbook.

2

Build Your Offering

Define Bundles & Service Levels
Develop a simple and scalable portfolio using a bundle setup and your service levels.

Service Design
Tailor offerings to your clients' needs.

Pricing & Business Case
Use WithSecure's tools to model pricing, margins, and market fit.

3

Enable & Launch

Onboarding & Training
Access the Partner Academy for sales, technical, and marketing enablement.

Platform Setup
Deploy WithSecure™ Elements Cloud platform for centralized management and automation.

Trial & Proof of Value
Offer free trial licenses to prospects, and demonstrate value with real-world scans and reporting.

4

Go-to-Market & Grow

Co-Marketing
Leverage WithSecure's brand, campaigns, and experiences to generate demand.

Sales Support
Use co-brandable materials, run joint webinars, and engage in community forums.

Continuous Improvement
Regularly review service performance, learn from our MSP forum, and adapt to new threats and regulations.

5

Deliver & Optimize

Co-Security Operations
Engage WithSecure™ experts for incident response, threat hunting, and ongoing support.

Customer Success
Collaborate with our Customer Success teams to align solutions with client goals, drive upsell/cross-sell and ensure long-term retention.

Book Now

& Receive Your Free MSP Security Assessment

www.withsecure.com

What MSP Partners Can Expect

Under 24 Hours
From onboarding to protecting new customers, with zero setup hassle.

Grow Recurring Revenue
Offer bundled, high-value services that drive predictable monthly income.

Earn Customer Trust
Deliver proactive security and full transparency to strengthen long-term relationships.

Simplicity & Scalability
WithSecure's platform and support make it easy to launch and scale security services using built-in automation and multi-tenant controls.

What Our Partners Say

> **"WithSecure enables us to focus on improving our customers' businesses, not building security infrastructure.**
>
> **Their innovation gives us confidence, not just for today, but for tomorrow."**

— Lourens van der Wiel, CEO, Reliance IT

> **"WithSecure is a critical partner for us – helping us meet the European compliance requirements our customers demand, while making collaboration effortless through short lines of communication and a strong joint go-to-market approach."**

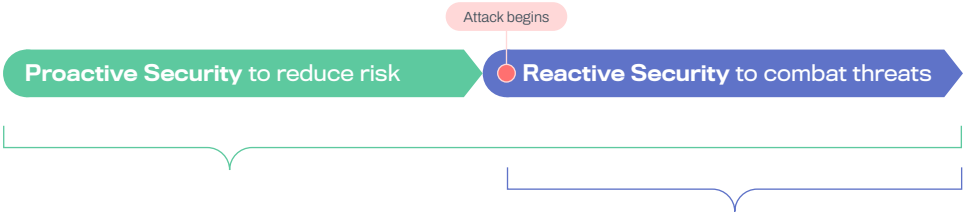
— Dominique Frison, Security Advisor, Ictivity

> **"WithSecure is the partner we grow with.**
>
> **Their dashboards, insights, and expertise empower us as an MSP to deliver real value – for our business and for our customers."**

— Wouter Mocking, Managing Director, Eshgro

WithSecure™ Elements Bundles for MSPs

WithSecure™ Elements is your cybersecurity platform for success. Choose one of our MSP bundles to build a strong security foundation with easy-to-use, scalable, and effective European cybersecurity.



Industry Recognition by Gartner®

WithSecure recognised in the 2025 Gartner® Magic Quadrant™ for Endpoint Protection Platforms and 2025 Gartner® Magic Quadrant™ for Exposure Assessment Platforms.

Gartner, Magic Quadrant for Endpoint Protection Platforms, 14 July 2025. Gartner, Magic Quadrant for Exposure Assessment Platforms, 10 November 2025. GARTNER and MAGIC QUADRANT are trademarks of Gartner, Inc. and/or its affiliates. Gartner does not endorse any company, vendor, product or service depicted in its publications, and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner publications consist of the opinions of Gartner's business and technology insights organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this publication, including any warranties of merchantability or fitness for a particular purpose.

Elements Proactive™

For mid-sized companies and high-risk small businesses that need proactive cybersecurity for their 360° IT environment. Includes Elements XM and XDR supported by MDR services.

- **Elements Cloud Platform**
  Elements Security Center, Luminen AI
- **Exposure Management for Devices**
  Windows / Unmanaged devices
- **Exposure Management for Identities**
  Entra ID
- **MDR for Endpoints**
  Workstations & Servers: Mac / Windows / Linux
- **Mobile Protection**
  iOS / Android / ChromeOS
- **MDR for Identities**
  Entra ID
- **Collaboration Protection**
  M365: Email, OneDrive, Teams, SharePoint sites

RECOMMENDED

Elements Protect™

For small and mid-sized companies who need efficient and automated 24/7 cybersecurity for their environment. Includes Elements XDR supported by MDR services.

- **Elements Cloud Platform**
  Elements Security Center, Luminen AI
- ~~**Exposure Management for Devices**~~
  ~~Windows / Unmanaged devices~~
- ~~**Exposure Management for Identities**~~
  ~~Entra ID~~
- **MDR for Endpoints**
  Workstations & Servers: Mac / Windows / Linux
- **Mobile Protection**
  iOS / Android / ChromeOS
- **MDR for Identities**
  Entra ID
- **Collaboration Protection**
  M365: Email, OneDrive, Teams, SharePoint sites

Why WithSecure™

You make more money per customer

Partners report up to 70% higher margins compared to running a self-built SOC. A clear bundle progression drives revenue per seat growth and opens the path to Exposure Management and high-margin compliance services. MSPs using this model have doubled security revenue within 12 months.

You need fewer people to deliver the service

MSPs that fully outsource monitoring to WithSecure™ can manage up to 5,000+ seats with a single IT professional instead of building a 9-FTE SOC. The result: lower cost per alert and structurally stronger SOC gross margins.

You win customers faster and retain them longer

Single-agent deployment accelerates onboarding and time-to-revenue. Built-in compliance alignment strengthens win rates in regulated sectors. Integrated risk reporting embeds you at board level, reducing churn and increasing stickiness.

You have a credible growth path

Protection evolves into proactive Exposure Management, then into advisory and vCISO services within one platform and one commercial framework. This allows MSPs to move up from operating security tools to delivering outcomes to becoming trusted security advisors at board level.

You stay ahead of compliance without adding cost layers

WithSecure™ is Finnish, founded in 1988, and operates fully under EU jurisdiction. NIS2, DORA and GDPR alignment are built into the Elements platform and service delivered from Europe.

NIS2 GDPR ISAE 3000 TYPE II ISO 27001

Let's Build Your Cybersecurity Service Together

Start with a free MSP Security Assessment and let WithSecure™ guide you from onboarding to revenue growth. Book now and receive a 1:1 strategy session with a WithSecure™ expert covering portfolio design, benchmarking, reference cases, and our MSP Playbook.

www.withsecure.com

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