

The image shows the silhouettes of three people sitting at a table in a modern office or meeting room. They are positioned in front of a large, multi-paned window that offers a view of a city skyline with various buildings and a clock tower. The scene is dimly lit, with the primary light source being the window, creating a high-contrast silhouette effect.

Logpoint announces new Partner Programs to drive growth for MSSPs and Channel Partners

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- The Logpoint Managed Security Service Provider (MSSP) program enables MSSPs to use Logpoint solutions in a more simple and flexible manner.
- The Logpoint Channel Partner Program empowers partners with a simplified tiering structure and greater rewards for Deal Registration, which helps capture new business.

COPENHAGEN, April 9th, 2024 – [Logpoint](#) today announced the roll-out of two new distinct partner programs for Channel Partners and Managed Security Service Providers (MSSPs). The aim is to provide clarity, simplicity,

and increased value for channel resellers and MSSPs. The new partner programs underscore the company's commitment to fostering successful collaborations and bringing increased value to its partner ecosystem and mutual customers.

"The threat landscape is changing with more pressure on organizations in the mid-market, as they face more sophisticated threats and need help establishing adequate defenses," says Antti Vilhunen, Logpoint Regional Director Northern Europe. "We're seeing an increased move in that segment towards MSSPs, offering extensive cybersecurity skills and advanced threat intelligence technologies to help improve the security posture and manage risk. Our new MSSP program empowers them to capture opportunities and thrive in today's cybersecurity landscape, delivering the tools, resources, and support they need."

The new Logpoint MSSP program aims to help MSSPs achieve immediate success with customers through:

- **Starter Pack:** The MSSP program will come with a dedicated starter pack, which includes [Logpoint Director](#) – a platform that allows MSSPs to easily operate and manage large and multitenant deployments – support, training resources, onboarding assistance, and ongoing enablement opportunities to maximize success.
- **Flexible Commercial Models:** Logpoint offers MSSPs two flexible commercial models to suit varying business needs. The first model involves subscription assignments to customers, with a subscription for each end customer managed through Logpoint Director. The second model focuses on consumption with quarterly reporting and specific pricing structures tailored to consumption levels, providing flexibility and scalability.
- **Predictable Pricing:** MSSPs can benefit from Logpoint's predictable pricing model, based on nodes as opposed to data volumes, ensuring greater certainty for MSSPs while they scale and capture new business opportunities.

"In addition to our MSSP Program, we're delighted to introduce an improved Channel Partner program, offering generous margins in a simple and clear structure, reinforcing our commitment to Channel Partners," says Antti Vilhunen. "We have partners across many different regions. We understand

that each region has its distinct challenges and opportunities, which the new Channel Partner Program reflects.”

The new Logpoint Channel Partner Program aims to help resellers through:

- **Simplified Tiering Model:** Logpoint has introduced a simplified tiering structure to provide complete clarity on margin benefits for Channel Partners. Depending on a regional assessment, partners can achieve Silver and Gold status, providing access to different levels of training and sales engineering enablement. The total partner discount available is 20 percent for Silver certified partners and 30 percent for Gold certified partners.
- **Streamlined Deal Registration Process:** Logpoint has implemented a streamlined deal registration process, ensuring a smooth and replicated experience across regions. This simplification aims to expedite partner transactions and enhance overall operational efficiency.
- **Extended Success Plan:** Recognizing the importance of lifecycle services, Channel Partners can resell all Logpoint Services, including the newly launched [Extended Success Plan](#) designed to augment partner services and enhance Customer Success. Partners can access expert support to drive customer retention and satisfaction. With Extended Success plan, Channel Partners can offer end customers better Service Level Agreements (SLAs).

Logpoint’s partners welcome the new programs. Here is what Adam Gleeson, Vendor Alliance Manager at CyberLab, says about the new Channel Partner Program:

“CyberLab has been a Logpoint reseller partner for more than 6 years, and we have always found them a vendor that is easy to do business with. The new Channel partner program further builds upon our solid relationship, rewarding early engagement through the no-nonsense deal registration process.”

Logpoint offers threat detection and investigation response (TDIR) and compliance solutions to help end-users fend off cyberattacks and meet regulatory demands. Logpoint offers a simple [licensing model](#) based on nodes instead of data volume for on-prem solutions to increase predictability and make it affordable to cost-sensitive customers. The pricing model for the

Logpoint SaaS solution follows an employee-based approach.

For more information about Logpoint's partner programs, visit <https://www.logpoint.com/en/partners/>.

About Logpoint

Logpoint is the creator of a reliable, innovative cybersecurity operations platform – empowering organizations worldwide to thrive in a world of evolving threats. By combining sophisticated technology and a profound understanding of customer challenges, LogPoint bolsters security teams' capabilities while helping them combat current and future threats. Logpoint offers [SIEM](#), [UEBA](#), [SOAR](#) and [BCS](#) technologies converged into a complete platform that efficiently detects threats, minimizes false positives, autonomously prioritizes risks, responds to incidents, and much more. Headquartered in Copenhagen, Denmark, with offices around the world, Logpoint is a multinational, multicultural, and inclusive company. For more information, visit <http://www.logpoint.com>

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