



Logpoint Collaborate

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Logpoint introduces new MSSP partner program to help drive revenue

The new partner program sees Logpoint amplifying its strategic focus on Managed Security Service Providers (MSSPs), opening opportunities for MSSPs to generate pipeline and go to market with new services.

COPENHAGEN, March 26, 2025 – [Logpoint](#), a European cybersecurity vendor, today announced its new MSSP partner program, **Logpoint Collaborate**, to work closer with MSSPs to keep customers safe. Logpoint Collaborate is designed to advance MSSPs' business development and give them the best foundation to bring fast value and protection to customers with Logpoint's Security Information & Event Management (SIEM) and Network Detection &

Response (NDR) technologies.

Logpoint recently conducted research into [what European MSSPs can do to better meet customer needs and develop business](#). The research revealed that 23% of organizations that currently manage security on their own are considering outsourcing to an MSSP predominantly due to a lack of skills and to achieve cost efficiencies. Quality of service is the most important selection criterion for the majority of MSSP customers (46%).

“We’re invested in helping MSSPs seize the opportunities in the market through reliable and effective solutions and the assistance they need to make their customers successful,” says Frank Koelmel, CRO at Logpoint. “Logpoint Collaborate is designed to advance MSSPs in their go-to-market initiatives and make security management across customers more efficient.”

The partner program helps MSSPs with:

Business development: Logpoint Collaborate helps MSSPs grow profitability with strategic success plans that help build new services and increase revenue. MSSPs also get the opportunity to make joint business plans and gain access to marketing funds to help attract new customers.

Reliable detection technology: MSSPs get licenses for Logpoint Director, SIEM, and NDR with Logpoint Collaborate to detect cyber threats efficiently. Director is a platform allowing MSSPs to manage multitenant deployments efficiently. MSSPs can also join Logpoint’s advisory council or design partner program to impact product development and improve outcomes.

Uplevelled expertise: Logpoint Collaborate includes training through [Logpoint Academy](#) to ensure MSSPs make full use of SIEM and NDR in combination with other services to detect every cyberattack. In addition, MSSPs get access to industry and security research to continuously improve detection capabilities.

Elevated market value: MSSPs can opt for extended success plans for deployment, configurations, and use cases to improve customers’ experience. In addition, operations monitoring and 24/7 support allow MSSPs to save time on maintenance and get advice on how to optimize technology usage to be able to provide customer service of higher quality.

“We have partnered with Logpoint for many years because their SIEM, automation, and case management technologies ensure adherence to major regulatory frameworks, including the General Data Protection Regulation (GDPR), and the Schrems II ruling,” says Ian Vickers, CEO at METCLOUD. “We provide a UK secure sovereign cloud operating in Defence and Critical National Infrastructure sectors and therefore Logpoint aligns perfectly with our data privacy protocols. This would not be possible by aligning with comparable US security vendors. With Logpoint Collaborate, we can take our collaboration one step further and better help customers keep their data and business safe.”

Logpoint has a unique position as a European SIEM and NDR vendor with an EAL3+ certification, and a SOC II attestation, demonstrating strong product security and data protection. MSSPs can keep data in Europe and offer solid detection technologies both on-prem and in the cloud.

About Logpoint

Logpoint safeguards society in a digital world by helping customers and Managed Security Service Providers (MSSPs) detect cyberattacks. Combining reliable technology with a deep understanding of cybersecurity challenges, Logpoint makes security operations easier, giving organizations the freedom to progress. Logpoint’s [SIEM](#) and [NDR](#) technologies improve visibility and give a multi-layered approach to cybersecurity that helps customers and MSSPs in Europe navigate the complex threat landscape. Headquartered in Copenhagen, Denmark, Logpoint has a European foundation and is the only European SIEM vendor with a Common Criteria EAL3+ certification. This demonstrates Logpoint’s strong focus on data protection and cybersecurity regulations. For more information, visit <http://logpoint.com>.

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