



MSSP Incubation Program

CHANNEL PARTNER PROGRAM



Why 1Password is the right fit

At 1Password, we understand the time and investment that managed security service providers (MSSPs) make on their journey to build a successful business. And we want to be part of that journey with you.

That's why, 1Password has invested in creating a purpose-built platform that will allow MSSPs multi-tenant management from a single console, with simple billing and administration functionality. While this dedicated platform will be generally available later in 2024, we recognize that cybersecurity doesn't wait for anyone!

To help you start your journey now, effective February 13, 2024, 1Password is offering access to the MSSP Incubation Program. The program provides specific incentives for MSSPs that join our program and resell 1Password products prior to the general availability of our MSP platform.

In addition to incentives, MSSPs will also get access to a robust library of sales tools and marketing resources along with training and sales enablement that help integrate 1Password into your existing security offerings.



1Password Enterprise Password Management (EPM) enables MSSPs to proactively protect their client's data and increase security posture with the world's most reliable password manager.

With 1Password, MSSPs can:

- ✓ Safeguard your customers with Zero Trust Access Management
- ✓ Drive more profitability for your business
- ✓ Increase your trusted advisor status with your customers

Exclusive MSSP Program Features include:



Training

- Focused technical and sales training
- Tiny tutorials
- On-demand training



Marketing

- Co-branded marketing opportunities
- Case study opportunities
- Marketing Toolkit



Sales

- Specific partner incentive programs access
 - SPIFF program: 5% additional margin on closing of opportunities to offset MSSP margin
 - Rebate program access: Opportunity-based rebates, ARR rebates
- No license minimums
- License flexibility
- Dedicated Partner Business Development Manager



Product/Platform

- MVP private beta-testing access to help shape the features of the platform
 - ** Available for select MSSPs
- Sign up to Product feedback group

With the tools, resources, training and support to help you grow, transform and lead, the 1Password Channel Partner Program is ready to work with you today!

Contact us: Partners@1Password.com