

ARMORPOINT FOR MSPs

Add Security Revenue Without Building a SOC.

Your clients are already asking for security. ArmorPoint gives you the platform and the 24/7 U.S.-based SOC to answer them. Monitoring, investigation, and response run behind you under a co-delivery model where the client relationship stays yours.

BEST FOR MSPs that want to sell and deliver managed security without building or operating their own SOC



“With ArmorPoint, we found a **dependable 24/7 SOC solution** that significantly strengthened our operational capabilities without the overhead of constant staffing.”

DONOVAN FARROW Alias Cybersecurity, CEO

THE PROBLEM MSPs FACE

- ⚠ Client demand for managed security is growing faster than internal security teams can scale
- ⚠ Building a 24/7 SOC requires specialized talent that's expensive, difficult to hire, and even harder to retain
- ⚠ Tool margins continue to shrink, making recurring security services the greatest growth opportunity
- ⚠ Delivering security without the people and processes behind it puts customer relationships at risk

WHAT YOU CAN OFFER

One Portfolio, Sold on Your Paper.



MDR

Endpoint-first managed detection and response.



MXDR

Full-stack managed security operations.



Advise

Tiered advisory services that turn findings into action.



Guided Implementation

Expert-led onboarding that accelerates time to value.

HOW CO-DELIVERY WORKS



We sell with you, not around you.

WHO OWNS WHAT

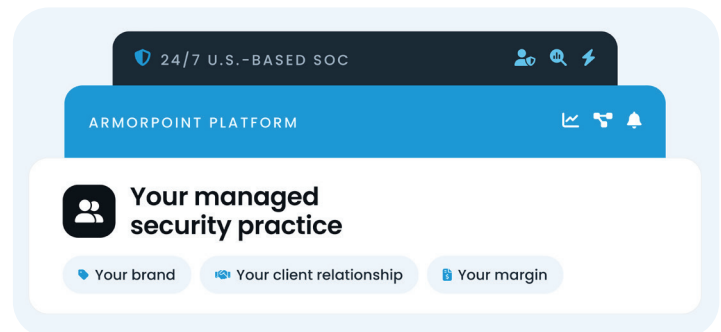
RESPONSIBILITY	YOUR CLIENT	YOUR TEAM	ARMORPOINT
Relationship, quoting, and renewals	Chooses provider	Primary	Supports
24/7 monitoring, investigation, and response	Informed	Visibility	Primary
Escalation and response approvals	Approves	Coordinates	Recommends
Client reporting and business reviews	Receives	Presents	Produces

No ambiguous handoffs. Roles, escalation paths, and approval authority are defined during onboarding, so everyone knows their responsibilities before an incident occurs.

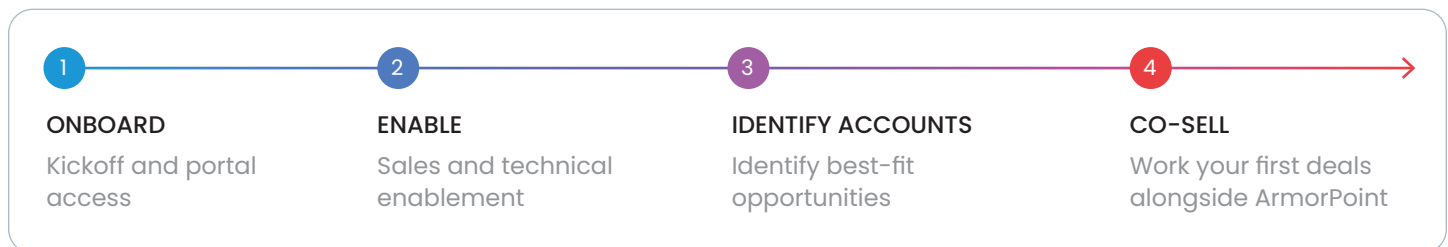
YOUR PATH AS A SERVICE PROVIDER

Operate managed security as your own practice while ArmorPoint runs the platform and SOC behind the scenes. Best for MSPs building managed security as a core service offering.

Reselling ArmorPoint-delivered services is also available. Both paths are detailed at armorpoint.com/partners.



YOUR FIRST 30 DAYS



A structured 90-day program continues across operations, technical, sales, and marketing tracks.

WHY MSPs CHOOSE ARMORPOINT

One platform, one SOC, and one partner-first model.

Deliver enterprise-grade managed security without building the machinery behind it. The clients, the contracts, and the trust stay with you.

[Explore Partner Program](#)
armorpoint.com/partners
