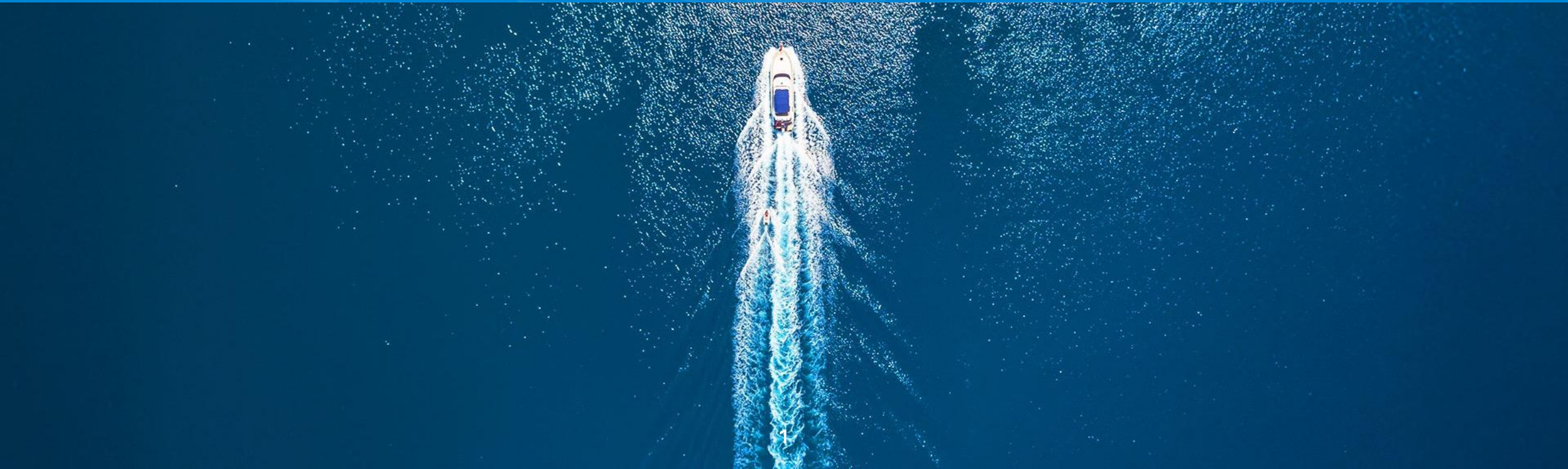


Check Point MSSP Programm & ArrowSphere

Thomas Erhard, Business Development Manager
29.09.2025





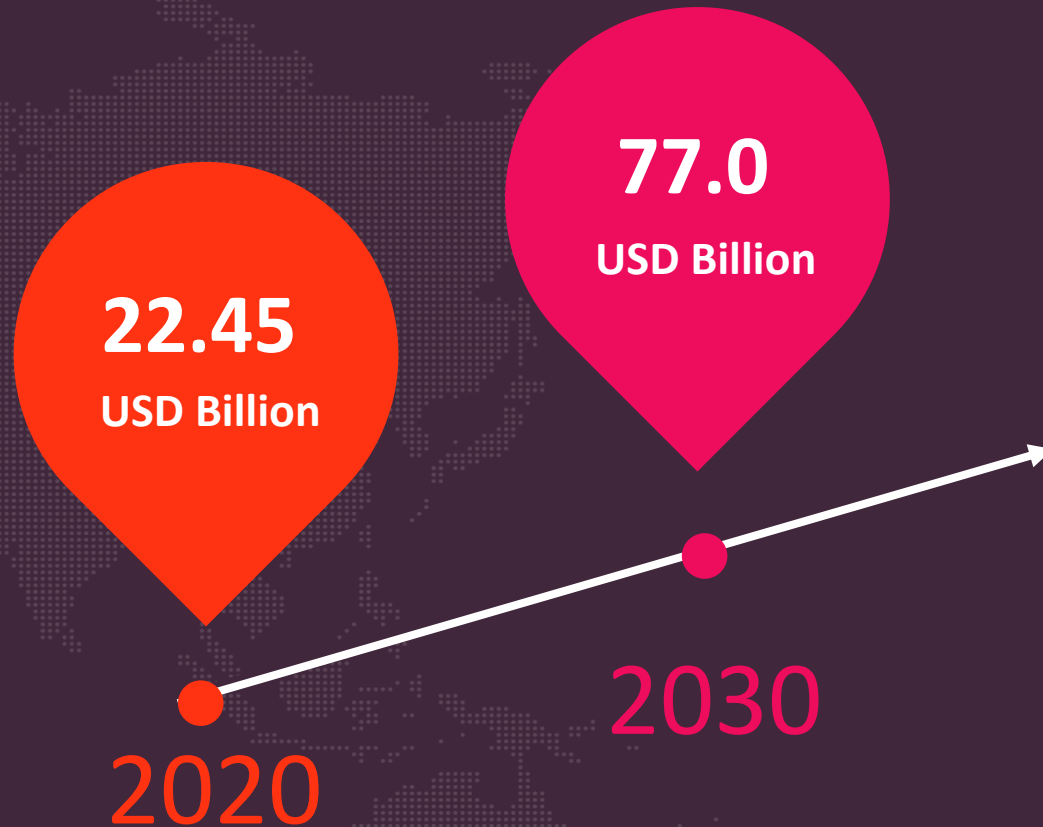
BOOST YOUR MSSP BUSINESS

Infinite Growth Possibilities



YOU DESERVE THE BEST SECURITY

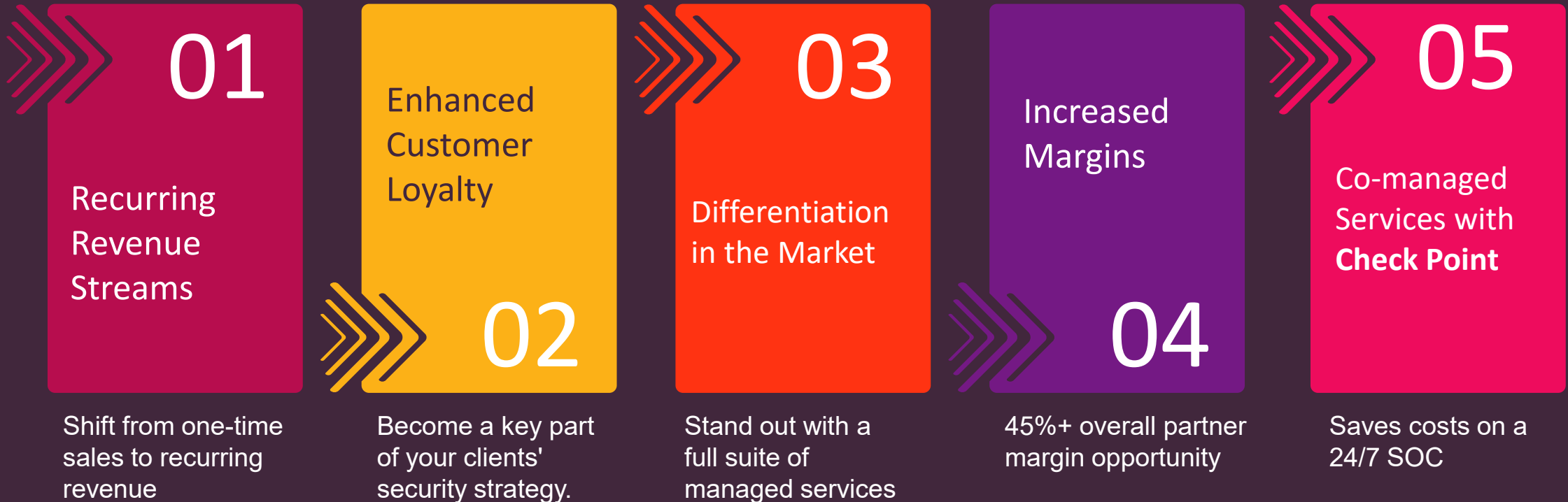
Global MSSP Market Expected to Reach \$77B by 2030



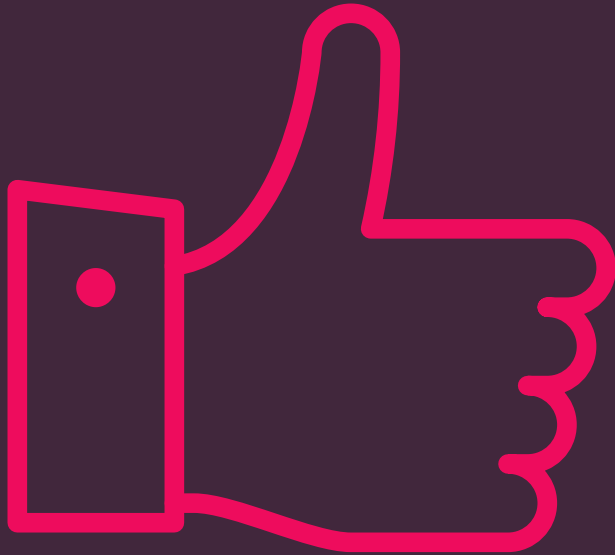
- Technology complexity
- Headcount and skill shortage
- Stricter regulatory environment
- Cyber insurance requirements
- Expanding attack surface
- Volume of daily alerts
- 24x7x365 incident response

[Canalys Report](#)

Opportunity for Growth By Providing Managed Security Services



Key considerations for MSSPs



01 Vendor Expertise and Reputation

02 Comprehensive Security Solutions

03 Technology Integration and Compatibility

04 Cost-effectiveness

05 Compliance and Regulatory Requirements

06 Support and Responsiveness

07 Scalable Platform

Committed to Empowering MSSPs

With the tools, support, and partnership to deliver top-tier services

One Platform Approach

The Infinity Platform
AI-driven, cloud-delivered
security with unified
management and protection

Top-tier Security

Covering all 4 attack vectors,
from Cloud to the remote
workforce, network security
and endpoint

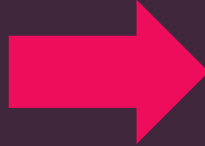
Proven Leadership

Over 30 years recognized by
top industry analysts as a
trusted, innovative partner

The Only Program that Addresses Growing Market Needs

Customer Needs

- Full cybersecurity coverage
- 24/7 threat monitoring
- Rapid response
- Simplified management
- Support for cloud & remote work
- Meet Compliance & regulations



MSSP Needs

- ✓ Flexible Billing and Zero Upfront Costs
- ✓ Predictable Margins
- ✓ Seamless Integration
- ✓ Full Visibility
- ✓ End-to-End Security
- ✓ Rapid Threat Response
- ✓ AI & Automation
- ✓ Detection and Response

180
MSSPs

18
Countries

Canada – UK - Austria – Finland – Spain – USA – Denmark – Argentina – Brazil – India – Italy –
Malta – Austria – Switzerland – South Africa – Sweden – Greece – Uganda – Tanzania

The Check Point MSSP Program

A simple, scalable, and profitable way of doing business

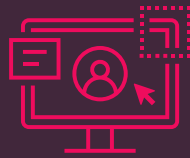
New Revenue Streams

Increased Margins



Check Point's MSSP Program

The ONLY program in the market truly tailored for MSSPs



The MSSP Platform

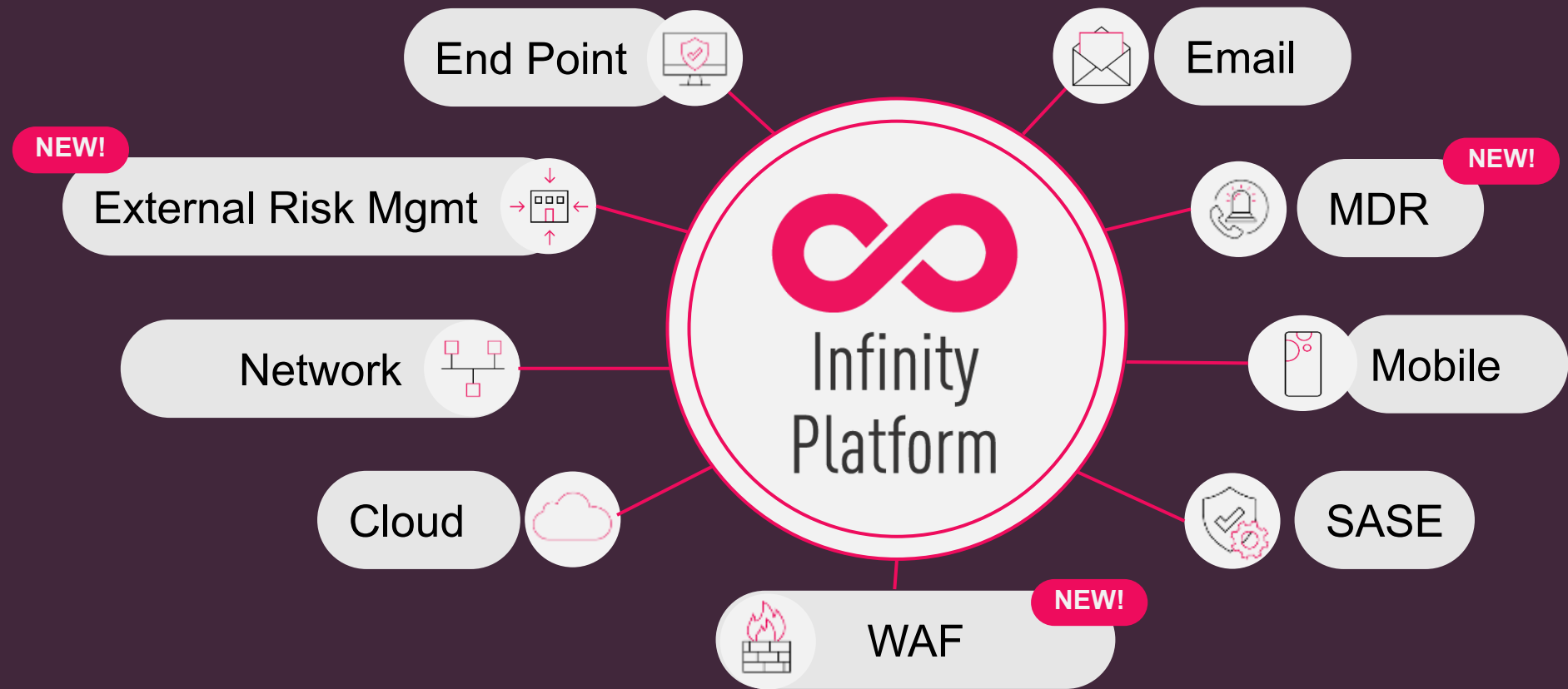
Access the widest range of security solutions, via a single portal with multi-tenant architecture, fast onboarding, full visibility, and API integration



Commercial Benefits

Flexible, predictable pricing with no commitments, tiered models, customizable solutions, fits any business size and type, augmented Managed Services

Select, Customize and Deliver Solutions from a Wide Range of Services



Fill Gaps with Augmented Managed Services

Detection response (MDR)

Incident response

Penetration Testing

Choose Your Path to Monetize Managed Security



Managed by Checkpoint On behalf of partner

- Partner Value – able to offer **MDR** via Check Point managed services
- Same SLA's and delivery as core service but focus on partner services and tight integration with partner communication processes to customer



Co-managed by Check Point and Partner

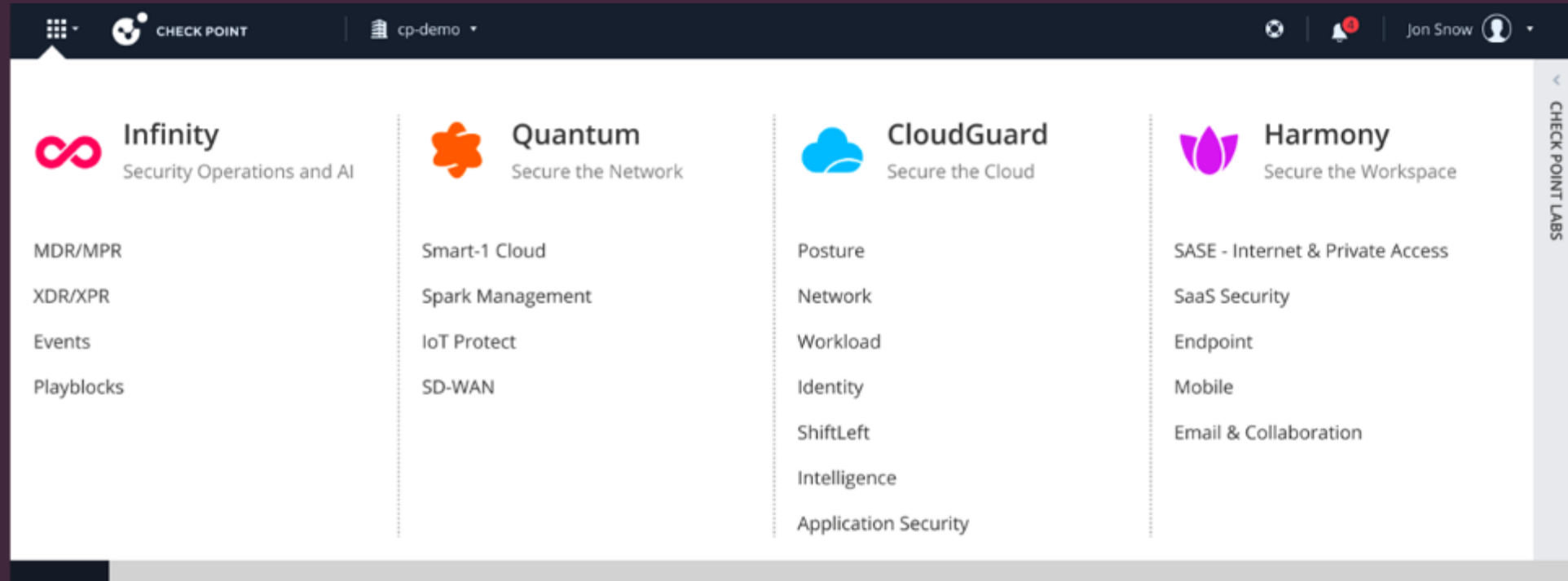
- Partner frontends the service and delivers all communications to customer
- Check Point works with partner teams, not the customers



Powered by Partner

- Check Point delivers platform to partner
- 100% delivered by partner

Unified Security Management, Cloud-Delivered



Check Point sets the bar for centralized management and usability.

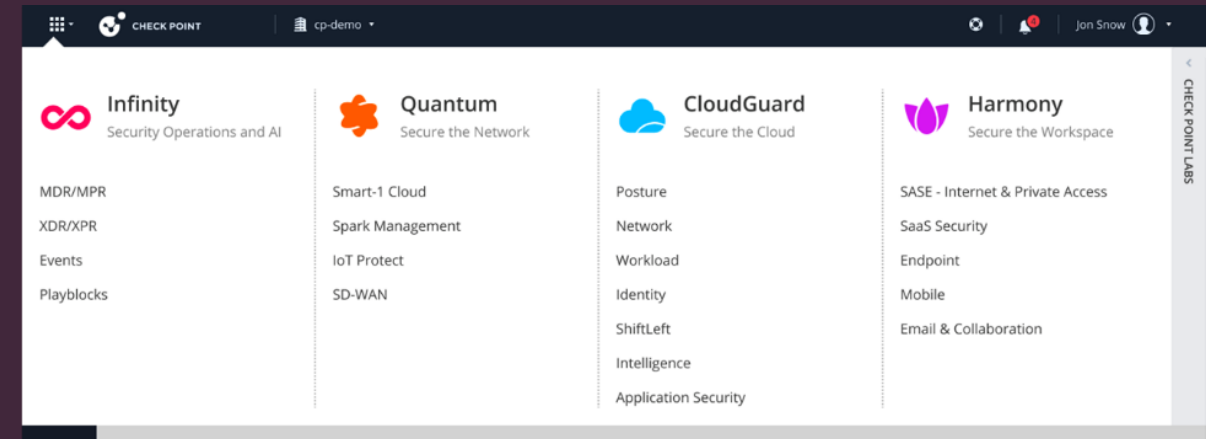


The Forrester Wave™: Zero Trust Platform Providers

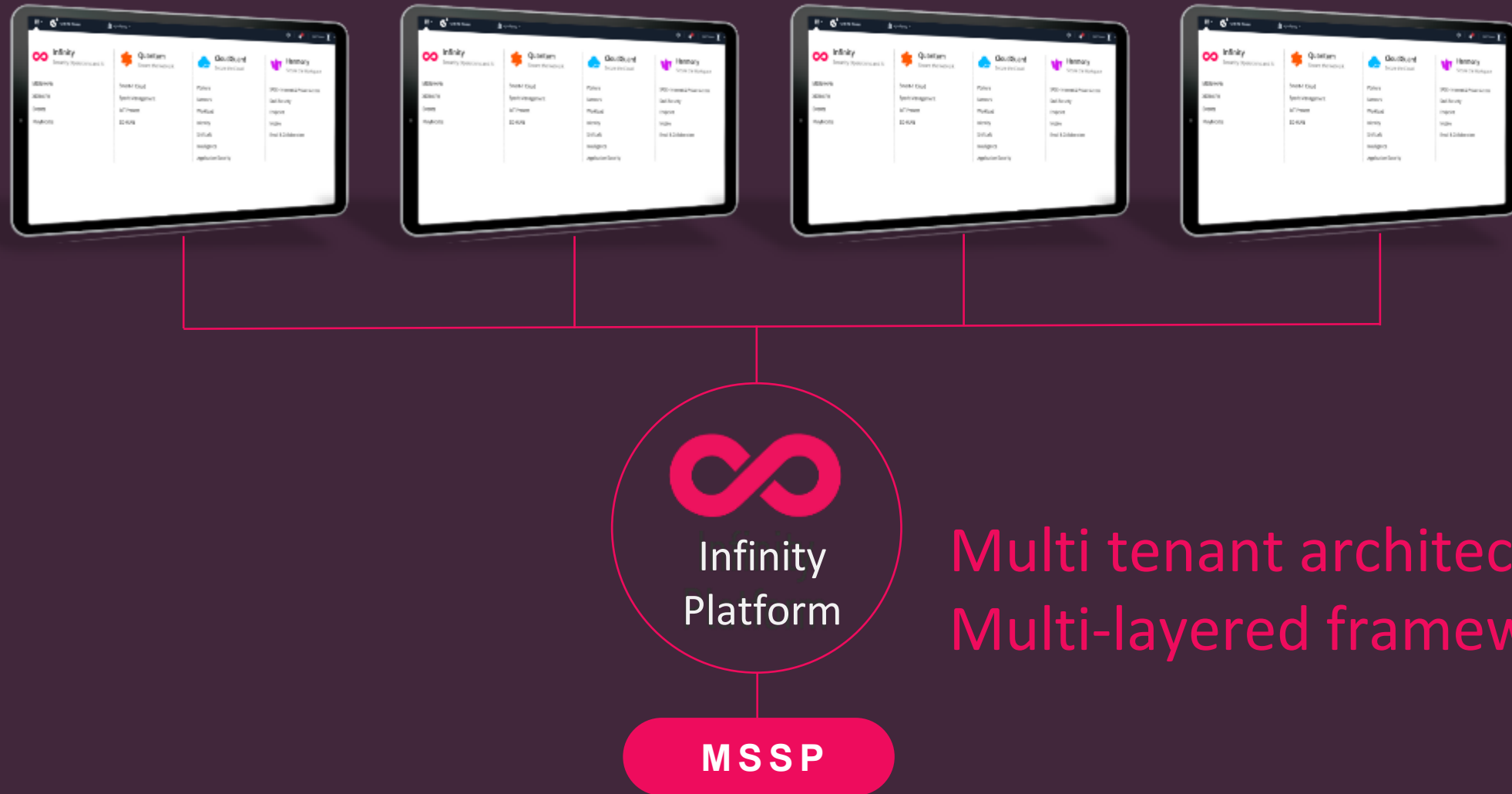
Manage All Your Customers From One Consolidated Platform



VS



Manage Operations With Hierarchical Control



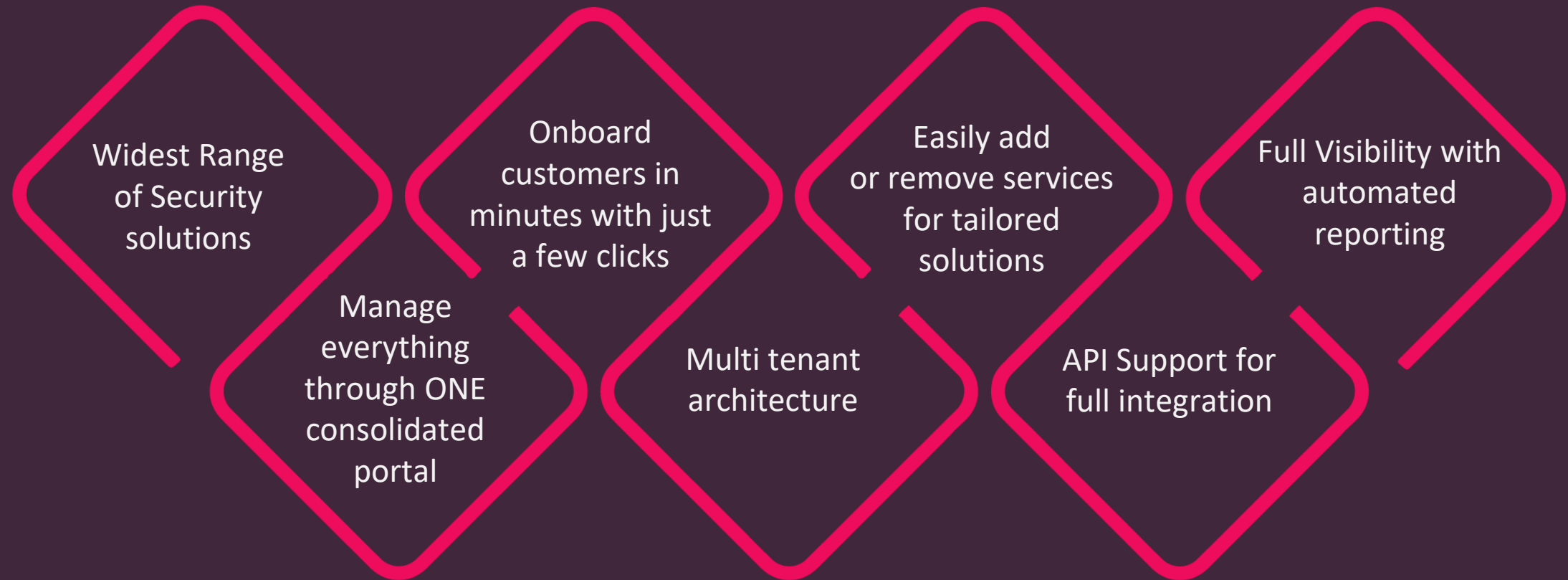
Easy Customer Onboarding & Quick Service Activation

The screenshot displays the 'Manage Accounts' section of the Check Point Infinity Portal. The interface includes a sidebar with navigation options: General, Identity & Access, Users, User Groups, Audits, Services & Contracts, Usage, API Keys, and Event Forwarding. The main content area shows a summary of 15 accounts, with 12 paying, 3 trial, 6 accounts requiring activation, 3 accounts with contracts about to expire, and 3 accounts with expired contracts. Below this is a table listing individual accounts with their details and services.

Account Name	Account Type	Services	Status	Account Status	Earliest Contract Expiry	Parent Account	Account Creation Date
Great customer inc.	CUSTOMER	Email & Collaboration	🟡	Trial	N/A	CP-ALL-DEMO-MSSP	18/12/2024 16:54
ShlomoTest	CUSTOMER	Email & Collaboration, Endpoint, SASE	🟡	Paying	06/11/2031 16:31	CP-ALL-DEMO-MSSP	29/10/2024 18:29
Canadian Customer	CUSTOMER	Browse, Email & Collaboration, Endpoint, Playblocks, Security Management	🟡	Paying	21/10/2031 13:18	CP-ALL-DEMO-MSSP	02/09/2024 13:10
My Book Shop	CUSTOMER	Email & Collaboration, Endpoint, Mobile, XDR/XPR	🟡	Paying	11/09/2031 08:55	CP-ALL-DEMO-MSSP	08/08/2024 12:03
Bob Books	CUSTOMER	Browse, Email & Collaboration, SASE, Playblocks	🟢	Paying	27/05/2031 00:00	CP-ALL-DEMO-MSSP	31/07/2024 18:16
Ted Lawyers	CUSTOMER	Browse, Playblocks	🟡	Trial	N/A	CP-ALL-DEMO-MSSP	31/07/2024 18:15
Portugal test Customer	CUSTOMER	Browse, Email & Collaboration, Playblocks	🟢	Paying	01/09/2031 14:02	CP-ALL-DEMO-MSSP	31/07/2024 18:09
US-Customer	CUSTOMER	Browse, Endpoint	🟡	Paying	27/05/2031 00:00	CP-ALL-DEMO-MSSP	16/07/2024 10:58
Customer-Israel	CUSTOMER	Browse, XDR/XPR	🟡	Trial	N/A	CP-ALL-DEMO-MSSP	09/07/2024 17:11
Demo-Customer-01	CUSTOMER	Browse, Endpoint, Mobile	🔴	Paying	27/05/2031 00:00	MSSP-Test-01	02/06/2024 13:06
MSSP-Test-01	MSSP	Email & Collaboration, Mobile	🟢	Paying	19/09/2031 13:29	CP-ALL-DEMO-MSSP	02/06/2024 13:04
Another Demo Customer	CUSTOMER	Browse, Email & Collaboration, Endpoint, Mobile	🟡	Paying	03/12/2030 00:00	CP-ALL-DEMO-MSSP	11/09/2023 16:32
Skuba world	CUSTOMER	Browse, Email & Collaboration	🟡	Paying	03/12/2030 00:00	CP-ALL-DEMO-MSSP	10/09/2023 15:27

The MSSP Platform

A simple, scalable, and profitable way of doing business



Unique Commercial Benefits

01

START FAST! NO RISK

- No Upfront Commitments
- Consumption, Subscription & Leasing

02

INCREASE MARGINS

- Predictable Pricing
- Tiered Pricing Models

03

MAKE IT YOUR OWN

- No constraints or predefined bundles
- Select from a wide range of solutions

04

GROW AT YOUR PACE

- Fill gaps with Augmented Services
- MSSP Academy – training/certification

Arrow ECS Deutschland - Portfolio

Business Group Modern Data Center



Cloud & Services

ArrowSphere

ArrowEducation
Services

ArrowSupport
Services

Business Group Network & Security



Business Group Enterprise Software



Business Group Cloud

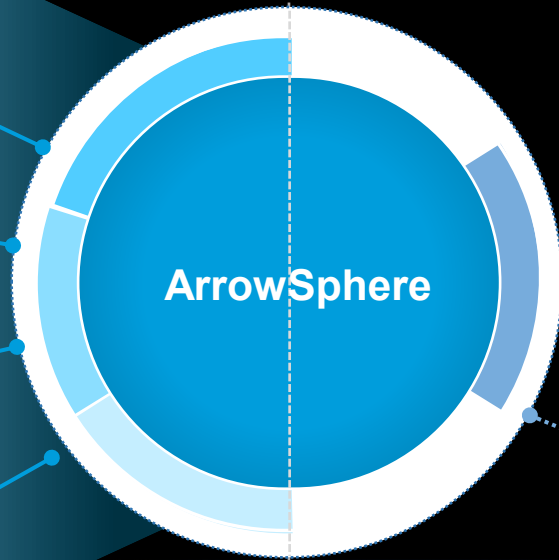
ArrowSphere Cloud Management Platform

HERSTELLER



Herstellerübergreifender Cloud Marketplace

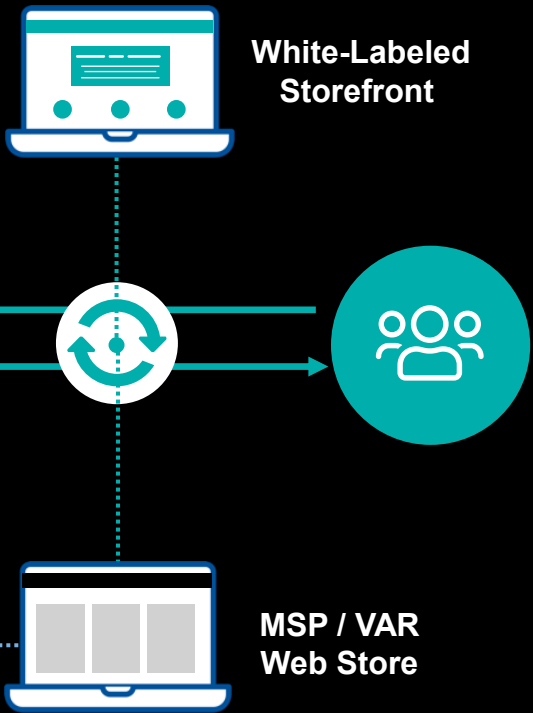
PARTNER



Automatisierte Abrechnung, API Anbindung

ENDKUNDEN

ArrowSphere End Customer Portal



White-labeled Endkundenportal



Now What?

- ✓ **CONTACT** Arrow to join the program/ArrowSphere
- ✓ **BOOK A DEMO** to explore the benefits of the Infinity Portal
- ✓ Start learning and get certified through the **MSSP ACADEMY**
- ✓ **CUSTOMIZE** your service offerings
- ✓ **GROW YOUR BUSINESS!**

Coming
Soon!

Build New Revenue Streams

Increase Your Margins



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Business Development Manager

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Thomas.Erhard@arrow.com

