opentext™ Cybersecurity

Microsoft Solutions Partner

Secure Cloud for MSPs

Your 90-day consolidation roadmap



Secure Cloud is OpenText Cybersecurity's cyber resilience platform for MSPs, combining security, backup, compliance, and Microsoft licensing in one solution with one contract, one support team, and one portal. It helps reduce vendor sprawl, simplify operations, and protect margins as your business grows.



Secure Cloud is built around 3 key advantages:

1. **Simplify**
   Reduce complexity with one vendor, one bill, and expert 24/7 support.
2. **Grow**
   Drive recurring revenue with a broad security portfolio, the Accelerate Partner Program, Microsoft Success Consultations, and dedicated growth support.
3. **Stay flexible**
   Choose the services, billing model, and integrations that fit your business today and scale with you tomorrow.



85%
of interviewed partners bundled Microsoft with OpenText[1]



34%
of MSPs cite managing too many cybersecurity products as a top barrier to offering security services. Secure Cloud is built to remove that barrier.[2]

Cyber resilience across the attack lifecycle

Protect your client's business at every stage

Cyber resilience is not a feature you can buy. It means your client's business keeps running no matter what hits it. Secure Cloud does that with a comprehensive platform that has your back across the entire attack lifecycle, spanning three stages.

Enjoy access to all this and more

- Secure Cloud console
- Accelerate Partner Program
- PSA integrations
- 24/7 in-house support



Prevent

Proactively reduce the attack surface

- Endpoint protection
- DNS Protection
- Email Threat Protection
- Email Encryption
- Security Awareness Training

Mitigate

Detect, investigate, and contain

- Core EDR
- Core MDR
- MDR Complete
- Threat Intelligence (BrightCloud)

Recover

Restore continuity, prove compliance

- Cloud-to-Cloud Backup
- Server Backup
- Email Continuity
- Business Comms Archive
- Incident Response Retainer*

*Optional add on. Cyber Resilience Program also available across both MDR tiers.



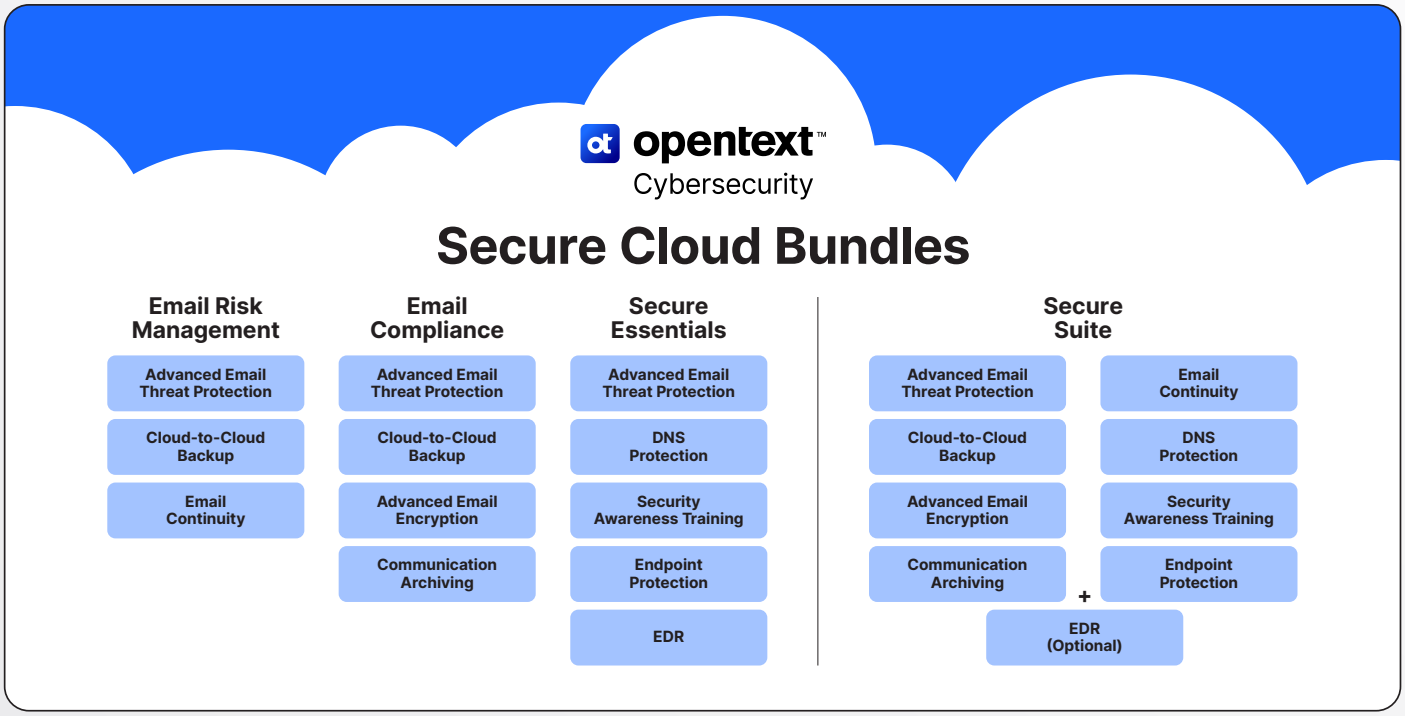
Everything you need, at every stage of your Microsoft journey

- Microsoft365 + Azure Licensing
- Copilot deployment + governance
- Microsoft Success Consultations
- MAICCP guidance

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Bundle options

Secure Cloud is available in four bundles, designed to match where your practice is today and grow with you. Each bundle is fully managed under a single agreement and includes access to the partner portal, training resources, co-marketing assets, and a dedicated partner manager. Every product is also available individually if you prefer to build your own stack.



Email Risk Management

Advanced Email Threat Protection, Cloud-to-Cloud Backup, Email Continuity.

The foot-in-the-door bundle for email-first client conversations. Start here if your clients need email protection and backup today, and you want to prove the platform before expanding.

Email Compliance

Advanced Email Threat Protection, Cloud-to-Cloud Backup, Advanced Email Encryption, Communication Archiving.

The compliance step up for clients with regulatory or retention requirements, adding encryption and archiving.

Secure Essentials

Advanced Email Threat Protection, DNS Protection, Security Awareness Training, Endpoint Protection, EDR.

The full security practice bundle for MSPs building a managed service.

Secure Suite

Advanced Email Threat Protection, Cloud-to-Cloud Backup, Advanced Email Encryption, Communication Archiving, Email Continuity, DNS Protection, Security Awareness Training, Endpoint Protection, EDR.

The complete platform for MSPs who want everything under one bill.

Which bundle is right for you?

Email Risk Management is the right starting point if you are migrating from a single email security tool and want to prove the platform before expanding. If your clients have regulatory, retention, or eDiscovery requirements on top of email protection, Email Compliance is the better fit. Building a full managed security practice with endpoint, DNS, and EDR coverage? Secure Essentials is the most common entry point. And if you want to lead with a complete platform proposition and differentiate on depth of coverage, Secure Suite is the perfect choice.

Still not sure where to start? Your partner manager will work through your current vendor stack, client base, and margin targets to recommend the right bundle and migration path for your practice.

Flexibility and growth

Bundles can be upgraded at any point, and you can add individual products outside your bundle for specific client requirements. All licensing is per-seat, and every product is also available a la carte. Contact your partner manager for customized bundling.

Your first 90 days on Secure Cloud

The 90-day roadmap is structured in three phases: onboarding and activation, go-live and go-to-market, and scale and optimize. Each phase has a defined set of outcomes, and your partner manager tracks progress against them throughout.

Onboard & activate

Days 1–30

Get the platform live for your first clients and your team trained to support it

- Complete technical onboarding: portal setup, credential provisioning, integration with your RMM and PSA
- Deploy to a pilot client group (minimum 2–3 clients recommended)
- Complete product training via the partner portalall modules included at no extra cost
- Establish internal support workflow: ticket routing, escalation path, SLA documentation
- Review pricing model with your partner manager and confirm client-facing packaging

Once onboarded, set up your organization in the Accelerate Partner Portal to view training resources, promotions, and product-specific guidance.

Go-live & go-to-market

Days 31–60

Advance in Accelerate Partner Program tier from Registered to Silver with your first sale in Secure Cloud

- Roll out to remaining target clients—use migration playbook to handle vendor offboarding
- Launch client-facing communications using the co-branded go-to-market pack in the Accelerate Partner Portal
- Deliver a security review to at least 5 clients using the Secure Cloud assessment template
- Track onboarding overhead reduction vs. your previous multi-vendor setup
- Run a sales enablement session with your account management team
- Attend the 30-day business review with your partner manager

Scale & optimize

Days 61–90

Consolidate your practice and build the margin case for the next renewal cycle

- Complete full migration: all active clients on Secure Cloud, legacy vendor contracts ended or in wind-down
- Conduct a margin audit: calculate per-client profitability before and after consolidation
- View and take advantage of your Accelerate Partner Tier vendor discounts in the Accelerate Advantage Network
- Identify upsell opportunities: clients on Email Risk Management ready to move to Email Compliance, Secure Essentials, or Secure Suite
- Package a repeatable ‘security onboarding’ offer for new client acquisition
- Attend the 90-day business review—jointly agree targets for Year 1

Partners can earn up to $6.73 in services for every $1 in OpenText solutions. The 90-day roadmap is designed to get you compounding faster.[2]

Commercial approach & transition support

Secure Cloud is built to be commercially straightforward—designed to reduce the financial risk of switching so the consolidation decision is easier to justify internally.

How the commercial model works

One contract, one invoice

All Secure Cloud modules are covered under a single partner agreement. No separate vendor negotiations, no split billing across teams.

Per-seat licensing that scales

Pricing is calculated per seat across your client base. Volume tiers apply automatically—as you grow, your unit cost decreases.

No rip-and-replace costs

Secure Cloud integrates with the tools your clients already use. There is no fee for migration support, and your partner manager will help you plan the transition to minimize disruption.

Microsoft co-sell eligible

Secure Cloud qualifies for Microsoft co-sell programs, allowing you to access Azure Marketplace transactions and unlock additional commercial incentives where applicable.

Flexible renewal terms

Initial terms are available on 12- or 24-month cycles. Multi-year commitments attract enhanced pricing. Bundles can be upgraded at renewal with no penalty.

Deal registration protection

Register opportunities through the partner portal to secure pricing protection and priority partner manager support on strategic deals.

Accelerate Partner Program

Straightforward tiers and vendor partnerships built for the MSP space, easy to navigate at every stage.





Transition support

Every new Secure Cloud partner receives a structured support package across the full 90-day onboarding period and beyond.

Support phase	What OTCS provides
Pre-launch	Dedicated onboarding manager, technical scoping call, portal access and credential setup
Days 1–30	Guided deployment playbook, weekly check-in calls, access to implementation guides and training portal
Days 31–60	Go-to-market support pack (pitch decks, email templates, pricing guidance), sales enablement session
Days 61–90	Business review, margin and billing audit, optimisation recommendations, renewal planning
Ongoing	Dedicated partner manager, 24/7 partner support line, quarterly business reviews



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Next steps

This brief is intended to give you and your stakeholders a clear picture of what the Secure Cloud commitment looks like. To take the next step:

1. Share this brief with the relevant stakeholders in your business—finance, operations, technical lead.
2. Book a 30-minute commercial review with your OpenText Cybersecurity partner manager to walk through bundle fit and commercial terms.
3. Agree a pilot customer group and confirm a go-live date for your 90-day kick-off.

Ready to start?

Speak to your OpenText Cybersecurity partner manager to find out more, or visit the partner portal to register your interest

Get in touch >



Secure Cloud

Where MSPs grow faster

opentext™ Cybersecurity

1. PEM study 2. Datto State of the MSP Industry 2025

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