opentext™ Cybersecurity

Microsoft Solutions Partner

The complexity tax on your Microsoft practice

Growth shouldn't come with hidden costs

Your Microsoft practice gives customers a strong foundation. But every extra vendor and tool adds complexity, cost, and lost margin. Find out how simplifying your stack with a single platform is now one of the fastest ways to protect profitability.



The opportunity

Growth is real, and it's coming from security SKUs

For every new solution added around your Microsoft services, operational complexity can increase and margins can erode.

71% of MSPs report growth in cybersecurity revenue[1]

33% now see enhanced security as their top revenue source (up from 22%)[2]

The hidden cost

4 ways multiple vendors can reduce your margins

Security growth only delivers value when it's efficient to deliver and profitable to scale. Too many vendors add friction across your operations.





1 Onboarding costs

Every new security tool means more onboarding, training, and processes before you can start billing customers. As more products are added, those costs quickly add up.

2 Admin overload

Multiple vendors mean multiple dashboards, alerts, and renewals. The time spent managing them reduces your team's efficiency and eats into margins.

15% of IT professionals waste time switching between IT applications[3]

3 Support complexity

With multiple vendors, it's harder to know who owns an issue. Support takes longer, problems get passed around, and customers feel the impact.

50% of MSPs say product complexity is a barrier to scaling their security practice[4]

4 Billing complexity

Different contracts, billing cycles, and renewals create extra admin and make it harder to manage costs and negotiate effectively.

9% of MSPs cite "too many vendors, too many contracts" as a top workload challenge[5]

50% of MSPs report using 10 or more tools to manage client networks[6]

The solution

Growth is easier with one platform

The most profitable MSPs aren't winning by adding more security products. They're winning by consolidating security, backup, and compliance on a unified platform that reduces complexity and makes growth easier.

With OpenText Cybersecurity, you can build on your existing Microsoft foundation using a single platform designed to scale security services efficiently.

100% of high-margin MSPs rank security among their top revenue sources[7]



Simplify your stack. Strengthen your margins.

See how OpenText Secure Cloud helps you simplify operations and grow your Microsoft practice more profitably. Contact your Partner Account Manager today.

Get in touch →

Secure Cloud

Where MSPs grow faster

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