

MSSP 3.0

CONCEPTO MSSP*

MSSP significa proveedores de servicios de seguridad gestionados. Son empresas que brindan servicios de seguridad administrada a otras empresas, a través de un SOC – Centro de Operaciones.

SONICWALL®

• SecureFirst •

HOW TO APPLY



1- VAYA AL "SECUREFIRST" TAB

The image shows a screenshot of the SonicWall SecureFirst portal. At the top left is the SonicWall logo with the tagline "SecureFirst". To the right is a search bar with the text "Pesquisar...". Further right is a user profile icon labeled "SECUREFIRST D..." and a "CONTACT US" button.

The main navigation bar includes the following items: INÍCIO, REGISTRO DE OPORTUNIDADE, MDF, POSSÍVEIS CLIENTES, TREINAMENTO, CONTEÚDO DE MARKETING, and MAIS. A dropdown menu is open under "MAIS", showing options: CONTEÚDO DE VENDAS, SECUREFIRST (highlighted in yellow), and MSSP. A red arrow points to the "SECUREFIRST" option.

The page content is divided into several sections:

- Left Column:**
 - A dark blue banner for "Importante Guia de Conectividade de Firmware SMA 100" with a button "LEIA O ARTIGO DA BASE DE CONHECIMENTO".
 - A video player for "SonicWall Boundless 2022 - I...".
- Middle Column:**
 - MINHA CONTA DE PARCEIRO**
 - MEU NÚMERO DA CONTA**: 300657059
 - MEU GERENTE DA CONTA**: LATAM Partner Development, Email: latampartnerdevelopment@sonicwall.com
 - MINHA UNIVERSIDADE**: Visite os treinamentos e cursos de certificação
 - MEU MDF**: Veja as solicitações
 - MEUS CONTATOS NA EMPRESA**: Mostrar contatos da minha empresa
 - SonicWall logo and tagline.
- Right Column:**
 - OPORTUNIDADES** (highlighted in orange)
 - OPORTUNIDADES**: Número de negócios no trimestre atual: 0, Número de negócios em andamento: 0
 - RENOVAÇÕES**: Confira suas renovações: [aqui](#)
 - NÃO PERCA** (highlighted in grey)
 - TENDÊNCIAS**
 - Inscreva-se na SonicWall Community
 - MEU DE CONSCIENTIZAÇÃO SOBRE SEGURANÇA CIBERNÉTICA
 - BRASIL É O QUINTO PAÍS A MAIS SOFRER ATAQUES DE RANSOMWARE
 - SonicWall completa 30 anos de liderança em segurança digital
 - NOVIDADES**
 - RADAR Newsletter Brasil - Novembro 2021
 - RADAR Newsletter Brasil / Outubro
 - RADAR Newsletter Brasil / Setembro 2021
 - RADAR Newsletter especial 30 anos
 - RADAR newsletter Brasil/ Julho2021
 - Button: **REGISTRAR UMA NOVA OPORTUNIDADE**

2- CLICK EN "LEARN MORE" EN MSSP BOX

SONICWALL
SecureFirst

Pesquisar...

SECUREFIRST D...

INÍCIO REGISTRO DE OPORTUNIDADE MDF POSSÍVEIS CLIENTES TREINAMENTO CONTEÚDO DE MARKETING SECUREFIRST MAIS

Encontre tudo do que precisa para obter o sucesso no Programa para Parceiros da SecureFirst.

SecureFirst

FAQ

SONICWALL FY23
Q1 PRICE
INCREASES

FAQ

LEARN MORE

Promotions

Promotions and
incentives to boost your
sales

FIND OUT MORE

**Partner Program
Benefits &
Requirements**

SecureFirst Partner
Program assets

LEARN MORE

**MSSP
PARTNER
PROGRAM**

**MSSP Partner
Program**

Learn and register

LEARN MORE

4- COMPLETE EL FORMULARIO

Register
SecureFirst MSSP Program

Thank you for your interest in the SecureFirst MSSP Partner Program. By completing and submitting this application, you agree to the terms and conditions of the [SonicWall SecureFirst MSSP Partner Program Agreement](#). If you do not agree, please do not participate in the program.

Nome da conta	INTERATELL TELECOMUNICACOES	SecureFirst Partner Tier	Registered
Rua de cobrança	R Luis Coelho 223 Consolacao, Consolacao	MSSP's Primary MSW Full Name	<input type="text"/>
Cidade de cobrança	SAO PAULO	MSSP's Primary MSW Email	<input type="text"/>
Estado/Provincia de cobrança	São Paulo	MSSP's Primary MSW Phone	<input type="text"/>
CEP de cobrança	01309-901	MSSP's Primary MSW Title	<input type="text"/>
País de cobrança	Brazil	MSSP's Additional MSW Emails	<input type="text"/>

MSSP Geo

Preferred Distributor for MSSP Monthly Transactions |

MSSP Qualifications

Business

Number of years your company has been offering Managed Security Services? |

Types of Managed Services Offered?

Disponível	Escolhidos
Desktop and server management	
Network management	
Security monitoring	

SonicWall based Managed Security Services offered today?

Disponível	Escolhidos
Firewall	
Email	
Access	
Other	

How many NOC/SOC facilities do you have? |

How is your NOC/ SOC staffed |

Number of personnel primarily responsible for Managed Security Services |

SUBMIT

5- ENTRENAMIENTOS REQUERIDOS

- MSSP AUTHORIZATION by SonicWall University (After the approval)
<https://www.sonicwalluniversity.com/curriculum/view/2959>,
- SPECIALIZATIONS by SonicWall University (From now on)
<https://www.sonicwalluniversity.com/curriculum/category/49>



SONICWALL®

MSSP and Security as a Service Program

★ Earn 37 CER Points

The new SecureFirst MSSP Program provides SecureFirst Partners with the knowledge and resources required to successfully position and sell your SonicWall-powered managed security services. The requirements for achievement of this Authorization include completion of the curriculum outlined below.

NOTE: For each product sold in MSSP monthly or annual and depending on your MSSP Tier, the minimum requirement is 1 or more staff must complete the corresponding Specialization training or those products

MSSP and Security as a Service Program	Expires: Dec 29, 2023	✓
MSSP		
Using the MSSP Engine In MySonicWall Workspace	Expires: Dec 29, 2023	✓
Allocating SonicWall Security Products	Expires: Dec 29, 2023	✓
Obtaining SonicWall NSv Software	Expires: Dec 29, 2023	✓
Auditing and Reporting	Expires: Dec 29, 2023	✓
ConnectWise Integration Demonstration	Expires: Dec 29, 2023	✓
SECURITY AS A SERVICE (2 Required)		
Security-as-a-Service (SECaaS) FY20	Expires: Dec 29, 2023	✓
SECaaS Partner Community Update	Expires: Dec 29, 2023	✓
SECaaS Partner Community Update - EMEA Only		✗

PROGRAMA MSSP 3.0 / PRODUCTOS DISPONIBLES

MSSP 3.0

Monthly Billing for Cloud and SaaS Solutions

Endpoint Protection

- Capture Client

Email Security

- Hosted Email Security
- Cloud Application Security

Remote Network Access

- Secure Mobile Access (Hybrid SSL-VPN)
- Cloud Edge (Cloud ZTNA)

Virtual Firewall

- NSv

MSSP Partner Tiers



MSSP Protect

- Available to Silver, Gold and Platinum Partners
- Capability to offer basic managed security services



MSSP Powered

- Available to Silver, Gold and Platinum Partners
- Established MSSP practice
- Capability to offer more advanced services



MSSP Powered+

- Available to Silver, Gold and Platinum Partners
- Established MSSP practice with ability to offer advanced services
- Additional capability to offer Managed Security Services on behalf of non-MSSP partners



PARTNER LEGACY QUE
INCORPORA SERVICIOS MSSP
3.0, INCREMENTA SUS VENTAS
DE SONICWALL POR LO
MENOS UN 50 %.