



MSSP: Start buying the way you sell

Use case: MSSP

X-OD enables MSSPs to streamline their cashflow and win more deals

MSSPs are dealing with various challenges such as the constant overload of alerts, manual & slow response time and lack of trained people. Fortinet offers a variety of solutions addressed to the MSSP that can boost security businesses in terms of orchestration, automation and response time. This is great news as MSSPs can rely on one single vendor to access first-grade technology however most MSSPs will still have to deal with a very basic challenge which boils down to this question: **How to purchase my MSSP technology stack without running out of cash?**

MSSP Requirement:

- Accelerate Incident response
- Offer multi tenant solutions Interoperability



MSSP Challenge:

- Upfront investment is required impacting short term profitability
- Cash availability is limited
- Borrowing money with limited credit history and at a decent rate is complex



X-OD allows the MSSP to buy their technology in the same way they sell it while increasing stickiness with their customers

01

Streamline cashflow and buy your technology as a monthly or quarterly subscription

02

Accelerate sales cycles by leveraging off-the-shelf X-OD offers designed for MSSPs

03

Increase stickiness by providing customers with solutions completely adapted to their requirements

X-OD aligns the way MSSPs buy to the way they sell, allowing for short-term profitability vs upfront business model

Use case: FortiSOAR Multi Tenant Edition – 2 users

Traditional

€236K
Upfront

FortiSOAR Multi Tenant Edition – 2 Users

X-OD

€7K
/month

FortiSOAR Multi Tenant Edition – 2 Users



X-OD can adapt and offer any SKU from Fortinet

*Prices are approximations from public end-user pricing and should not be taken as quote or final
*Currencies available: EUR, GBP, USD