
Bitdefender MSP Agreement

Managed Service Provider (MSP) Model

Rather than just selling the Endpoint Product to the corporate end-user, a Managed Service Provider remotely installs, manages and supports the Endpoint Protection for the client. The Bitdefender Cloud Control Center enables the MSP to configure, manage and monitor the individual customer's installations (Consoles) from one centralized location. It further enables the MSP to offer more flexible licensing and billing (i.e. monthly instead of yearly).

MSP Cloud Control Center

In the Bitdefender GravityZone Cloud Control Center, the MSP adds all his customer's individual management consoles. He can then see all his customers in one interface. This enables the MSP to install new Endpoints at any customer locations, change configurations, set alerts and run reports. The MSP can also allow the individual customer companies to access their environment through the Cloud Console.

Bitdefender Licensing

Licensing for Bitdefender is based on the maximum number of protected endpoints/devices each month. The licensing does not differentiate between servers, desktops, notebooks, or virtual machines. There are endpoint client versions for Windows, Linux/Unix and Mac.

The MSP receives one GravityZone MSP Login. For every new customer, a new company must be added in the resellers GravityZone Console. The reseller can run a license usage report at any time to see the total number of active licenses he will be billed for.

License Usage and Billing

The Bitdefender MSP program is only offered for authorized Bitdefender resellers.

The minimum number of licenses is 50 (fifty). The MSP will be invoiced monthly on the first day of the following month for the maximum number of client licenses used during the previous month or 50 Licenses whichever is more. Cut-off will be at 12 a.m. GMT on the last day of each month.

Past due accounts are subject to be suspended until paid in full.

Terms and Conditions

- MSP Reseller agrees to resell or rent the Client Software to end users in accordance with the End-User License Agreement of Bitdefender Software, Inc. ("EULA").
- MSP Reseller has read this Contronex Bitdefender MSP Agreement, understands its contents and agrees with them.

Pricing (monthly)

MSP BASE PRICE		
50+	\$1.75* per endpoint	The base price includes: - Machine Learning AV & Antimalware - Advanced Threat Control - Firewall and Network Attack Defense - Content + Device Control - Web Protection - Advanced Anti-Exploit - Ransomware Mitigation - Endpoint Risk Analytics - Behavior Monitoring - Public API
100+	\$1.30* per endpoint	
500+	\$1.10* per endpoint	
1000+	\$1.00* per endpoint	
5000+	\$0.90* per endpoint	

Each of the following services comes with an additional fee based on usage. Enabling such services for your customers will add the following fees to your monthly subscription.

EXCHANGE EMAIL & ANTISPAM		EMAIL SECURITY		ENCRYPTION MANAGEMENT		PATCH MANAGEMENT	
1+	\$1.00* per mailbox	1+	\$1.50* per mailbox	1+	\$1.05* per endpoint	1+	\$1.30* per endpoint
100+	\$0.95* per mailbox	100+	\$1.30* per mailbox	100+	\$0.85* per endpoint	100+	\$1.17* per endpoint
500+	\$0.90* per mailbox	500+	\$1.10* per mailbox	500+	\$0.75* per endpoint	500+	\$1.05* per endpoint
1000+	\$0.85* per mailbox	1000+	\$1.00* per mailbox	1000+	\$0.65* per endpoint	1000+	\$0.95* per endpoint
5000+	\$0.70* per mailbox	5000+	\$0.90* per mailbox	5000+	\$0.55* per endpoint	5000+	\$0.85* per endpoint
ATS (HYPER DETECT AND SANDBOX ANALYZER)		EDR (ENDPOINT DETECTION AND RESPONSE) – INCL. ATS		SECURITY FOR VIRTUAL ENVIRONMENTS		CONTAINER PROTECTION	
1+	\$1.20* per endpoint	1+	\$2.25* per endpoint	1+	\$5.05* per endpoint	1+	\$30.00* per endpoint
100+	\$1.08* per endpoint	100+	\$2.01* per endpoint	100+	\$4.30* per endpoint	100+	\$22.29* per endpoint
500+	\$0.97* per endpoint	500+	\$1.80* per endpoint	1000+	\$3.80* per endpoint	500+	\$18.86* per endpoint
1000+	\$0.87* per endpoint	1000+	\$1.62* per endpoint	VDI:		1000+	\$17.14* per endpoint
5000+	\$0.80* per endpoint	5000+	\$1.50* per endpoint	hourly	\$0.01* per hour	5000+	\$15.43* per endpoint
SECURITY FOR MOBILE							
1+	\$1.75* per endpoint	100+	\$1.30* per endpoint	500+	\$1.10* per endpoint	1000+	\$1.00* per endpoint
INTEGRITY MONITORING		90-DAY RETENTION		180-DAY RETENTION		365-DAY RETENTION	
1+	\$1.18* per endpoint	1+	\$0.65* per endpoint	1+	\$1.58* per endpoint	1+	\$2.42* per endpoint
100+	\$1.05* per endpoint	100+	\$0.58* per endpoint	100+	\$1.41* per endpoint	100+	\$2.17* per endpoint
500+	\$0.94* per endpoint	500+	\$0.52* per endpoint	500+	\$1.27* per endpoint	500+	\$1.94* per endpoint
1000+	\$0.85* per endpoint	1000+	\$0.47* per endpoint	1000+	\$1.15* per endpoint	1000+	\$1.75* per endpoint
*** THE FOLLOWING MODULES REQUIRE EDR ***							
XDR Productivity (O365) OneDrive, SP, Teams, Email		XDR Cloud Sensor (AWS)		XDR Identity Sensor (AD) On-prem, Azure		XDR Network Sensor Bitdefender Network Sensor	
1+	\$1.60* per endpoint	1+	\$1.60* per endpoint	1+	\$1.60* per endpoint	1+	\$1.60* per endpoint
100+	\$1.19* per endpoint	100+	\$1.19* per endpoint	100+	\$1.19* per endpoint	100+	\$1.19* per endpoint
500+	\$1.01* per endpoint	500+	\$1.01* per endpoint	500+	\$1.01* per endpoint	500+	\$1.01* per endpoint
1000+	\$0.91* per endpoint	1000+	\$0.91* per endpoint	1000+	\$0.91* per endpoint	1000+	\$0.91* per endpoint
MDR (Managed Detection and Response) Foundations				EDR (Endpoint Detection and Response) Standalone			
1+	\$3.72* per endpoint	- Requires ATS & EDR		1+	\$2.08* per endpoint	Standalone EDR does <u>NOT</u> include any Antimalware or ATS (Advanced Threat Detection).	
100+	\$3.39* per endpoint	- Optional XDR		100+	\$1.62* per endpoint		
500+	\$3.08* per endpoint			500+	\$1.49* per endpoint		
1000+	\$2.80* per endpoint			1000+	\$1.26* per endpoint		

*Prices are subject to change in accordance with Bitdefender's price policy and price breaks are based on each module

Bitdefender MSP Bundles		
Secure BASE + ATS + EDR	Secure Plus BASE + ATS +EDR + MDR	Secure Extra BASE + ATS +EDR + MDR +XDR
\$2.86 per Endpoint	\$5.53 per Endpoint	\$7.20 per Endpoint

Termination

Either party can terminate this agreement by giving at least thirty (30) days written notice ending the agreement on the last day of a calendar month. The MSP Reseller must then remove all managed systems by the last day of that calendar month (12 a.m. GMT) to avoid any additional charges. One final invoice will be due for the last month's usage.

With my signature below, I hereby attest that I have read and understand the contents provided to me regarding the Contronex MSP Agreement for Bitdefender which is an addendum to the SecureValue Partner Agreement which can be found here: https://www.contronex.com/partner_agreement/

Reseller Company Name: _____

Authorized Signature: _____ Date: _____