



THE MANAGED SERVICES MULTIPLIER: DELIVERING SUPERIOR OBSERVABILITY WITH WANAWARE

www.wanaware.com

Introduction

For Managed Service and Security Providers (MSPs & MSSPs), success is defined by three factors: operational efficiency, service value, and scalability. In an era of increasing technological complexity, your clients are looking to you for a unified view of their entire digital estate—from cloud infrastructure to on-premise systems and connected IoT/OT devices.

The WanAware Partner Program for MSPs and MSSPs is designed to be the engine for your growth. Our Intelligent Observability platform provides the multi-tenant tooling, deep integration capabilities, and flexible billing models you need to enhance your service offerings, increase efficiency, and scale your business profitably.

The Opportunity: From Monitoring to Managed Observability

Intelligent Observability represents a fundamental evolution in managed services. It allows you to move beyond reactive, siloed monitoring and deliver a proactive, holistic service that covers the three pillars of operational resilience:

- **Cybersecurity:** Continuously monitoring for threats and vulnerabilities.
- **Performance:** Ensuring applications and infrastructure are running optimally.
- **Availability:** Guaranteeing uptime for critical business systems.

With the WanAware platform, you can deliver this comprehensive visibility as a premium managed service, creating more value for your clients and higher margins for your business.

The WanAware MSP/MSSP Partner Program: A Platform Built for Your Operations

Our program and platform are purpose-built to address the unique challenges of service delivery, enabling you to operate more efficiently and profitably.

- **Centralized Multi-Tenant Management at Scale**

Stop juggling dozens of dashboards. The WanAware platform features a true

multi-tenant architecture, allowing you to manage and monitor your entire client portfolio from a single, unified command center.⁴ This dramatically improves your team's efficiency, reduces human error, and provides complete visibility across all client environments.

- **Enhance and Monetize Your Service Offerings**

Elevate your service packages by integrating WanAware's core capabilities. Create tiered offerings that range from basic asset monitoring to premium, co-managed services for performance optimization, threat detection, and availability management across hybrid environments.

- **Automate Billing with Granular Usage Metering**

Accurately capture the value you deliver. Our granular metering system can track client-specific usage across any dimension—such as "assets monitored," "data processed," or "security events analyzed". Use this data to automate your invoicing process, ensuring you bill clients precisely for the services consumed and unlocking new revenue models.

- **Integrate Seamlessly into Your Operational Tech Stack**

Efficiency is driven by automation. Our powerful GraphQL API enables deep, two-way integration between the WanAware platform and your existing toolset—including RMM, PSA, and SIEM platforms.⁴ Create streamlined workflows, automate incident response, and manage alerts without forcing your team to leave their core operational dashboards.

Conclusion: The Future of Technology Advisory

Transforming your managed services with Intelligent Observability is a clear path to greater efficiency and profitability. Our team is committed to your success.

- **Connect:** Schedule a demo with our partner solutions team to see the platform in action.
- **Onboard:** Get technical training for your team and support for integrating with your existing tools.
- **Deliver & Scale:** Start delivering higher-value services to your clients and scale your operations with confidence.

Apply

About WanAware

WanAware provides a leading Intelligent Observability platform that gives organizations a unified view of the cybersecurity, performance, and availability of all their connected assets. Our mission is to eliminate complexity and empower businesses to operate with confidence in a hyper-connected world.



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