

N-able Mail Assure for Microsoft 365 Product Overview

Many MSPs and their customers use Microsoft 365™ (formerly Office 365®) as the center point of their business systems for greater organizational flexibility, cost savings, and ease of collaboration across multiple offices and locations. But assuming Microsoft 365 will handle all their security and data retention needs could lead to a false sense of safety.

PAIN POINTS:

Justifying the cost of adding another layer of security to Microsoft 365. Without additional security the following can happen:

- Too many resources and too much time spent mitigating spam and malware issues
- Business productivity losses during outages or downtime
- Lack of visibility and control over email flows
- Data retention limitations and the risk of losing critical email communication

ASK CUSTOMERS:

- How many of your customers are using Microsoft 365? Do you include additional email security as part of your Microsoft 365 offering?
- How much time does your team spend on mitigating spam and malware related issues?
- Do you have a solution in place to protect against email server outages or downtime?
- Do you currently have an email archiving solution in place?

WHAT TO SAY-SIMPLE, ACCURATE, AND AFFORDABLE

- Effortlessly onboard and safeguard multiple Microsoft 365 customers with a Microsoft 365 sync wizard
- Cloud-based email security solution helps protect Microsoft 365 users from cyberthreats that infiltrate through email with 99.999% filtering accuracy
- Keep email available with 24/7 built-in email continuity—at no additional cost
- Retain and recover Microsoft 365 emails with unlimited retention period capabilities for email archiving



OUR DIFFERENTIATORS:

- 99.999% filtering accuracy rate
- 10+ million phishing emails blocked per week
- Robust anti-spoofing and anti-phishing prevention included by default—with Sender Policy Framework (SPF), DomainKeys Identified Mail (DKIM), and Domain-based Message Authentication, Reporting, and Conformance (DMARC)
- 24/7 built-in email continuity keeps email available during Microsoft outages and downtime
- Pricing to accelerate growth—get 95% for 50% of the price
- Encrypted email archiving with unlimited retention period
- Greater control and visibility over email flow with email user access to the spam quarantine, advanced log search, and reporting tools
- MSP Institute and Customer Success Center helps empower MSPs to be successful

Microsoft 365 FAQ available at:

https://www.N-ablemsp.com/sites/N-ablemsp/files/resources/SW_MSP_MA_Email_Security_for_Microsoft_365_FAQ.pdf

Competitor overview

Lead by asking customers which Microsoft 365 solutions they use today, and if they include additional email security with their Microsoft 365 offerings.

MICROSOFT 365

Focus on:

- Simplicity
- Control and visibility
- Accuracy
- **Data retention

N-able™ Mail Assure is designed to make onboarding Microsoft 365 users simple. It is also designed to save time on malware management by protecting email from cyberattacks with 99.999% filtering accuracy.

An easy-to-install Microsoft 365 add-in offers users greater control and visibility over their email flow.

Long-term email archiving for Microsoft 365 (with an unlimited retention period*) helps prevent data loss. If MSPs support customers on multiple email services, Mail Assure is compatible with nearly all email services.

***Assuming the use of Business Essentials or Business Premium.**

MICROSOFT 365 ADVANCED THREAT PROTECTION

Focus on:

- Simplicity
- Accuracy
- Data retention
- Pricing

With the N-able Mail Assure Microsoft 365 sync, protecting Microsoft 365 customers is simple and efficient. 99.999% email filtering accuracy helps keep resources for managing malware at a minimum.

Mail Assure is priced to accelerate the growth of MSPs. Note: Microsoft 365 Advanced Threat Protection (ATP) is priced between \$2 – \$35 per user per month so focus on our competitive pricing and how it helps MSPs increase their margins and profits. Microsoft also requires an annual commitment whereas N-able Mail Assure customers are not locked into long-term contracts.

Long-term email archiving for Microsoft 365 (with an unlimited retention period*) helps prevent data loss and avoids losing access to important email communication.

***Assuming the use of Business Essentials or Business Premium + Microsoft 365 Advanced Threat Protection.**

How MSPs can market and sell email protection

SUGGESTED STANDALONE PRICING



prices will differ depending on your location and currency

SUGGESTED BUNDLE

Managed Antivirus
(USD \$3 - \$5/month)

Managed Web Protection
(USD \$3 - \$5/month)

Managed Mail
(USD \$3 - \$5/month)



Security Bundle
(USD \$9 - \$12/month)



About N-able

N-able empowers managed services providers (MSPs) to help small and medium enterprises navigate the digital evolution. With a flexible technology platform and powerful integrations, we make it easy for MSPs to monitor, manage, and protect their end customer systems, data, and networks. Our growing portfolio of security, automation, and backup and recovery solutions is built for IT services management professionals. N-able simplifies complex ecosystems and enables customers to solve their most pressing challenges. We provide extensive, proactive support—through enriching partner programs, hands-on training, and growth resources—to help MSPs deliver exceptional value and achieve success at scale.

n-able.com