

Break Out of the Break-Fix Model

Partner with Avast and Scale Your IT Business

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Today's IT consultants and break-fix shops are facing more challenges than ever. Upgrading skills to keep up with ever-evolving cyber security threats, customer demands for fixes and secure data, and the struggle to attain a sustainable income all take away time that could be spent on growing a solid business.

Partnering with Avast to move away from a break-fix model to a solutions-based model can bring scalable, monthly recurring revenue. Avast delivers powerful, award-winning cybersecurity and helps IT professionals grow their customer base, with dedicated support and sales/marketing resources, so they can focus on growing their business and increasing profitability.

[DISCOVER MORE ABOUT PARTNERING WITH AVAST](#)

Running a profitable IT business isn't easy

For decades, many IT service providers have relied on a "break-fix" model to run their business - as the name implies, when a client has something that breaks, it gets fixed. And quite a few of these businesses have been run that way for a long time. But the huge downside to this model is downtime. Diagnosing problems, traveling to customer sites, and working through different solutions to find a solution is incredibly time consuming, and that's often even before the repair is implemented.

This constant "firefighting" and fixing technical issues at an hourly rate can be a challenging way to earn a sustainable income for IT security consultants and break-fix shops. They are either running ragged trying to keep up with crises, or struggling to find enough clients to pay the bills.

In today's fast-paced world, making the shift to a more proactive, managed services business model is much more advantageous for IT service providers. By getting ahead of problems before they even happen with scheduled diagnostics and maintenance, this helps greatly minimize downtime and also provide value-added services for clients.

At the same time, IT consultants have little time to research and learn about new technologies and solutions, and the staff is often made up of IT generalists who don't have security expertise. Furthermore, it's often a struggle to market and sell services in a highly competitive environment to reach business goals.

So what can these IT service providers do to streamline operations, maximize efficiency, and transition to a more proactive, managed services approach?

Why creating monthly recurring revenue is key

A stream of monthly, recurring revenue from a solid customer base helps provide IT professionals with income security. And delivering value-added services to retained clients each month empowers security consultants to plan and distribute their workload, all while growing their business.

Avast Business Partner Programs help support the needs of MS(S)Ps, resellers, VARs, and distributors with award-winning, cloud-based cybersecurity for small and midsize businesses.

Trusted by [over 435 million customers](#) worldwide, Avast Business solutions deliver powerful protection that provides peace of mind for their SMB clients.

By partnering with Avast, IT Consultants and break-fix shops are able to become trusted security experts for their clients, fostering the transition to more of a managed services model. Furthermore, Avast partners are able to scale their business, gain new clients, and create recurring revenue streams that bring in strong margins, drive profitability, and boost business growth.

Now is the perfect time to start [generating monthly recurring revenue](#) as an IT service provider.

All-in-one cybersecurity. Total peace of mind.

As an Avast Business partner, IT service providers are able to deliver advanced, unified endpoint and network cybersecurity solutions to SMB clients. Backed by one of the largest, most globally dispersed threat detection networks, the Avast Business security portfolio makes securing, managing, and monitoring business networks easy and affordable. Our scalable, cloud-based endpoint and network security solutions combine easy administration with powerful reporting and comprehensive monitoring capabilities to ensure SMBs are continuously protected against the growing threat of downtime, lost revenue, and reputational damage caused by a breach.

Avast is backed by over thirty years of innovation, and founded on cybersecurity talent and big data. With half of our staff in R&D, we drive innovation to ensure best-in-class security solutions. Our next-gen security engine uses behavioral detection, cloud-based machine-learning, and signature-based detection to deliver protection that works hard to keep businesses safe.

- Avast's security cloud checks over 200 billion URLs and one million new executable files a day.
- Over 740,000 businesses are protected by Avast
- Avast prevents 1.5 billion malware attacks every month

With performance awards from leading independent testing organizations such as AV-TEST and AV-Comparatives, Avast Business security has stood the test of time and is well poised for the future. We'll help you secure your clients with proven protection you (and they) can trust.

Avast Business' latest product launch, Small Business Solutions, offers three levels of security packages: Essential Business Security, Premium Business Security, and Ultimate Business Security. Each level offers:

- Antivirus protection from malware and virus attacks for PCs, Macs, Android devices, IOS devices, and Windows servers
- Ransomware protection to stop attacks from locking down devices
- Data protection to guard personal, business, and customer data against theft
- 24/5 support via chat, phone, or email from Avast's highly trained technical staff

Premium Business Security adds:


- Unlimited VPN that encrypts data and secures internet connections that enable the private use of public Wi-Fi networks
- USB Protection to block the unauthorized use of USB ports and prevent data theft.


Ultimate Business Security includes all of the above, plus Patch Management, which automates the patching process to save time and money, and provides patch support for both Windows and vulnerable third-party applications.


Cyberthreats are already complicated as it is, and the last thing IT service providers need is cybersecurity that's complicated too. Our easy-to-use solutions provide maximum protection, so that you can keep customers safe and focus more on growing your business.


Deliver complete security from a single platform

As Avast Business partners, IT service providers can deliver a diverse range of all-in-one cybersecurity offerings to clients, all easily managed from within a comprehensive, cloud-based platform, the Business Hub. It's simple to administer, provides multi-tenant support, allows you to manage a wide range of customers, and best of all, reduces overhead and cost.

 **Deliver comprehensive security**
The Business Hub encompasses every essential layer of security needed to protect a business from cyberthreats, keeping users, devices, and data safe.

 **Ideal for IT service providers**
The Business Hub allows IT service providers to easily scale, add new services, and deploy security remotely to customers.

 **Easily manage security on multiple networks**
Maintain rapport and security for customers with easy access to all threats, updates, and reporting in one central place. The Business Hub also scales with your business, allowing you to easily add security services as your customers' needs change.

 **Save time and money**
Everything from threat monitoring to remote support lives on one easy-to-use platform, so you can focus on growing your business. The Business Hub allows you to efficiently use your resources and reduce onsite client visits, saving time and money.

With the Avast Business Hub, IT service providers can streamline the delivery and management of layered security, helping them scale their business, add new services when needed, and stand out as trusted advisors to their customers.

[GET A BUSINESS HUB DEMO](#)



How can partners benefit from the Avast Business Partner Program?

Avast Business partners can provide their SMB customers total peace of mind with cybersecurity solutions that are easily managed from anywhere. Avast's comprehensive portfolio offers a wide array of services, from endpoint protection to managed security solutions.

Managed Service Providers

MSP partners can offer premium, all-in-one cybersecurity that reduces operational costs while increasing efficiency. Avast's easy-to-manage, cloud-based security products allow partners to focus on growing their business and managing customers.

Partners can enjoy consistent, recurring revenue, accelerated growth, and increased productivity and profitability.

Resellers/Value-added resellers (VARs)

Resellers and VARs can open new revenue streams with healthy margins, all while offering customers a wide variety of options. They gain best-in-class security solutions, a library of sales and technical tools, and sales and marketing resources.

Direct engagement with the Avast core sales team also helps them generate leads, gain new business, and grow profitability. Furthermore, partners receive dedicated support from Avast.

Distributors

A comprehensive cybersecurity portfolio with easy-to-use solutions helps distributors stay competitive, succeed, and grow while driving healthy margins. As an Avast Business partner, distributors can focus on enabling profitability and expanding their offerings.

Take your IT business to all new heights with our partner program

Income security for IT consultants and break-fix shops stops the roller coaster cycle of unsustainable firefighting and project hunting. IT professionals then have time to grow their businesses, keep up with fast-moving developments in the IT world, and continue providing cutting-edge, high-demand services for their customers.

Learn more about how an Avast Business partnership can help you move away from the classic break-fix model, and transition to managed services where you are creating recurring revenue streams, developing scalable services, maximizing operating efficiencies, and providing top-notch service to your current (and future) customers. Speak with an Avast expert.

[SPEAK WITH AN AVAST EXPERT](#)



About Avast Business

Avast delivers all-in-one cybersecurity solutions for today's modern workplace, providing total peace of mind. Avast provides integrated, 100% cloud-based endpoint and network security solutions for businesses and IT service providers. Backed by the largest, most globally dispersed threat detection network, the Avast Business security portfolio makes it easy and affordable to secure, manage, and monitor complex networks. Our easy-to-deploy cloud security solutions are built to offer maximum protection businesses can count on. For more information about our cloud-based cybersecurity solutions, visit www.avast.com/business.