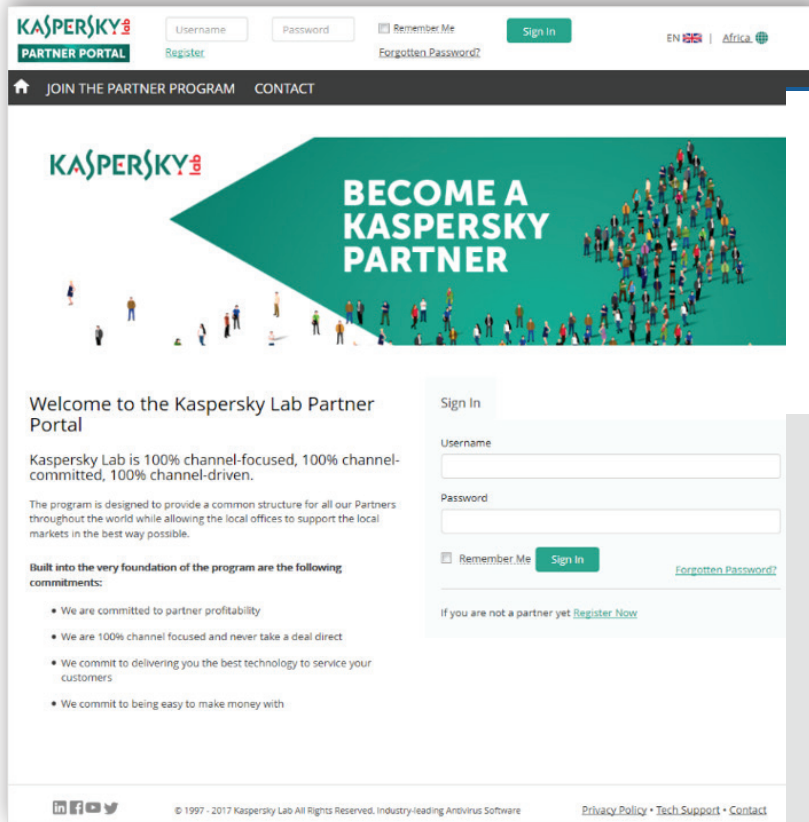


Kaspersky Lab Grows Reseller Revenue with 2Checkout's Channel Manager



kaspersky

Customer:

Kaspersky Lab

Segment:

Electronic software download

Company Size:

Enterprise

Vertical:

End-point security

Target:

B2C & B2B

Benefits & Results:

- Improved time to market
- Real time order processing and fulfilment around the world
- Enhanced support for reseller partners
- Improved reseller revenue at global level

2Checkout Solution:

Avangate Digital Commerce Enterprise Edition

Modules:

eCommerce | Affiliates | Channel Manager



Olga Ushakova
Channel Platform
Maintenance Manager
Kaspersky Lab



2Checkout has a deep understanding of our needs and requirements. This project had a major contribution to our partner management success. We are able to work with thousands of partners around the world in a very professional manner and fulfil their orders in real time.



Context & Objectives

Kaspersky Lab was looking to improve collaboration and operations with their network of 70,000 resellers around the world.

Solution: Avangate Enterprise Digital Commerce

The endpoint security company implemented 2Checkout's Avangate Channel Manager Solution in order to automate order processing and serve resellers in real time.

The image displays four overlapping screenshots of the Kaspersky Partner Portal interface, demonstrating its multilingual capabilities. Each screenshot shows a different language version of the control panel:

- English (top-left):** Shows a "Welcome to your Control Panel!" message and a sidebar with menu items like Orders, Reports, Resources, Accounting, and Account settings.
- Greek (top-right):** Shows a "Καλωσορίσατε στον Πίνακα Ελέγχου!" message and a sidebar with menu items like Παραγγελίες, Αναφορές, Πόροι, Λογιστικά, and Ρυθμίσεις λογαριασμού.
- Japanese (middle-left):** Shows a "お客様専用コントロールパネルにようこそ" message and a sidebar with menu items like 注文, レポート, リソース, アラウンド, and アカウント.
- German (bottom-right):** Shows a "Willkommen bei der Steuerkonsole" message and a sidebar with menu items like Bestellungen, Berichte, Ressourcen, Buchhaltung, and Kontoeinstellungen. This view includes a "Erfordert Ihre Aufmerksamkeit" section with order alerts, a "Bericht über das Bestellvolumen" line chart, and a "Schnelle Statistiken" table.

The German screenshot includes a line chart titled "Bestellungen der letzten 7 Tage" showing order volume in USD. The data points are approximately: 01 Feb 2017 (0), 02 Feb 2017 (0), 03 Feb 2017 (0), 04 Feb 2017 (0), 05 Feb 2017 (0), 06 Feb 2017 (240), 07 Feb 2017 (180). Below the chart, it states: "Ihr verfügbarer Kredit befindet sich unter der Warnstufe! Verfügbarer Kredit: 100.00 USD von 1000 USD Kreditlimit. Neue Bestellungen, die über den verfügbaren Kredit hinausgehen, werden erst nach Zahlung geliefert. Um dies zu vermeiden, müssen Sie einige der alten Bestellungen bezahlen." A "Bestellung hinzufügen" button is visible.

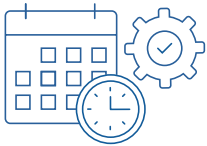
At the bottom of the German screenshot, there is a table for "Schnelle Statistiken":

Kategorie	Anzahl	Wert
Abgeschlossene Bestellungen	1	mit 294.00 USD
Noch nicht in Rechnung	0	mit 0.00 USD

Results

The implementation for Kaspersky Lab's Channel Manager module was completed in two months, improving time to market considerably. The implementation speed was influenced also by Kaspersky Lab's prior collaboration with Avangate, given the KORM integration for license key delivery and management was already in place.

Kaspersky Lab's reseller partners benefited from:



24/7 real time order processing and fulfilment, regardless of location and order size.

With **70,000 partners** located around the world, this was an important benefit.



Seamless experience through **single sign-on** due to integration with Kaspersky Lab's Global Partner Portal.



Ordering interface localized in **multiple languages**.



Visibility over commercial policies.

Kaspersky Lab benefited from:

- Improvement/ savings in operations related to partner management;
- Intuitive system that reduces time spent on routine administration tasks;
- New channel that engaged partners and increased B2B revenue;
- Automation for order processing and fulfilment in real time without employing internal resources;
- Real-time, centralized reporting.



About Kaspersky Lab



Kaspersky Lab is a global cybersecurity company operating in the market for over 20 years. Kaspersky Lab's deep threat intelligence and security expertise is constantly transforming into next generation security solutions and services to protect businesses, critical infrastructure, governments and consumers around the globe. The company's comprehensive security portfolio includes leading endpoint protection and a number of specialized security solutions and services to fight sophisticated and evolving digital threats. Over 400 million users are protected by Kaspersky Lab technologies and we help 270,000 corporate clients protect what matters most to them.

Learn more at www.kaspersky.com

About 2Checkout (formerly Avangate)

2Checkout (formerly Avangate), a Francisco Partners portfolio company, is the digital commerce & payments provider that helps companies sell their products and services via multiple channels, acquire customers across multiple touch points, increase customer and revenue retention, leverage smarter payment options and subscription billing models, and maximize sales conversion rates. The company's clients include ABBYY, Absolute, Bitdefender, FICO, HP Software, Kaspersky Lab, and many more companies across the globe.

Avangate acquired 2Checkout in March 2017. More information on the Avangate platform and services can be found on www.avangate.com. More information on 2Checkout can be found on www.2checkout.com

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