

onelogin+MSP

MSP Quick Start Program Guide

MSP PROGRAM INTRODUCTION

Interested in learning more about becoming a OneLogin MSP partner and bundling Identity Access Management (SSO or MFA) into your current offering?

Please review our MSP program guide for your introduction to the program – designed to provide you with quick access to important and frequently used information – the comprehensive information contained in this kit will help you stay current with all aspects of the OneLogin MSP Partner Program so that you can take full advantage of its many benefits.

The purpose of this guide is to:

- Get started with a quick checklist
- Identify the tools, education and resources available to help you get to revenue quickly
- Provide contact information for key OneLogin contacts

Meet your Partner Team:



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GO LIVE CHECKLIST with OneLogin

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Watch Demo Video & Review Feature Set:

- [OneLogin MSP Demo](#)
- Feature Set
 - Cloud and On Premise
 - Single Sign-on
 - MFA
 - Automated User Management
 - Real-time On/Off Boarding
 - Customizable, Icon-driven GUI
 - 5000+ Pre- Integrated Apps
 - Password Management
 - Extensible with LDAP & API
 - Real-Time Sync Active Directory Integration
 - Self- Service Password Reset
 - Usage and Access Reporting
 - OneLogin Desktop
 - Unified Directory
 - Virtual LDAP
 - Mobile Identity

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Review Pricing

- [OneLogin Pricing Page](#)
- OneLogin offers 5% to 50% margin / discount from MSRP depending on volume tier (with reasonable + achievable tiers).
- Many of our MSP Partners are reselling OneLogin at full MSRP listed on our website (or more w/ management fee) to sub-100 employee customers

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Sign up for OneLogin Trial Account + Partner Portal Access

- Apply to Partner Portal [here](#)
 - Applications are approved within 2 business days but often quicker
- Create a OneLogin Trial Account
 - Create account [here](#)
 - Email OneLogin MSP Team (partners@onelogin.com) with your Account Name and your email associated with the account
 - OneLogin will activate account as a MSP Multi-Tenancy Account + flag the account as sponsored and make it full featured
- Sign a MSA (Provided by MSP team when you are ready ***no cost to join and no minimum!***)

Deploy OneLogin Internally

- Secure your environment by using OneLogin Internally.
 - **OneLogin offers our MSP partners** all add on features with the purchase of the Unlimited plan. All internal users count towards volume tiers.
 - Test for free for as long as you need.
 - Unlimited NFRs for POC/ demos just create a Sub-account(s) . Pay when customer goes live or at quarterly true up
- **White-glove setup and configuration w/ OneLogin PS Org.** Purchase our Silver PS packages (\$4,500) or our OneStart (\$2,250) - includes a 10% partner discount
- **Self Service Onboarding**
 - i. To get your organization up and running on OneLogin right away, follow these detailed instructions in our [MSP Deployment Guide](#)
 1. [How to Create a Sub Account in your OneLogin Reseller Account](#)
 2. [How to Get Started with the OneLogin Admin Portal](#)
 3. [How to Add Users Manually](#)
 4. [How to Set Up OneLogin Roles](#)
 - ii. **Complete Implementation Certification Free** Monthly Online MSP Admin training course - sign up through our partner portal [here](#)
 1. This training is designed to share best practices to optimize OneLogin deployments. Training + platform certification will be mandatory in the future.
 2. How to get certified?
 - a. Attend the Administrator Essentials course
 - i. [Administrator Essentials Data Sheet](#)
 - b. Complete the self paced courses for G Suite, Office 365 and Salesforce
 - c. Pass the Certification Exam
 - d. Setup time to Shadow with PS
 - i. You will need to be certified by our PS team who will ride along on your first deployment and share best practices.

Partner Enablement

- *Sales Enablement: prepare to sell OneLogin*
 - [Complete Sales Training](#) “An Introduction to OneLogin: who we are, and what we do?” (located in the partner portal)
 - Utilize MSP Sales Resources
 - [MSP Program FAQ](#)
 - Datasheet - [Why Identity Access Management for MSPs?](#)
 - [OneLogin Key Differentiators](#)
 - [OneLogin Partner Sales Guide](#)
- *SE Technical Enablement*
 - [Complete Technical Sales Specialist Certification](#): specifically designed to get you very familiar with OneLogin Solution set and to be able to demonstrate to prospects/customers (located in the partner portal)
- *Marketing Enablement:*
 - Download our [Campaigns in a Box](#): help start a discussion with your customers/prospects about identity as a service
 - Submit MDF Request form

ADDITIONAL RESOURCES

- OneLogin Real time Active Directory Sync [2 Minute Video](#)
- OneLogin + Meraki: [2 Minute Video](#)
- OneLogin Desktop: Machine Login for Mac and Windows [2 Minute Video](#)
- Virtual LDAP services [2 Minute Video](#)
- AWS + OneLogin: [4 Minute Video](#)
- OneLogin + CloudClock [2 Minute Video](#)
- Managing your OneLogin Sub-Accounts [HERE](#)
 - Please note you will need the following User privileges (under Users-->All Users at the bottom) 1) Manage Accounts 2) Manage Subscriptions.