

Morphisec Expands Channel Program to Equip Partners with Unmatched Ransomware Prevention & Exposure Management Solutions

Global Program Makes Morphisec's Industry-Leading Prevention Technology Accessible to Partners Seeking a Competitive Edge Against Modern Threats

BOSTON, MASSACHUSETTS, UNITED STATES, May 13, 2025 /EINPresswire.com/ -- Morphisec, the global leader in [Preemptive Cyber Defense](#) solutions and a pioneer in Automated Moving Target Defense (AMTD), today announced the expansion of its Channel Program — a program designed to empower Managed Security Services Providers (MSSPs), Value-Added Resellers (VARs), Distributors, Systems Integrators, Referral Partners, and Technology Partners with a competitive edge in combating today's most sophisticated threats and ransomware.

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The expansion of our Channel Program is not only deepening our commitment to continued innovation but also making industry-leading protection accessible to the organizations that need it most.”

*Ron Reinfeld, CEO of
Morphisec*

The Morphisec Channel Program offers an easy-to-navigate and highly rewarding partnership framework, combining world-class support, robust incentives, and access to Morphisec's cutting-edge [Anti-Ransomware Assurance Suite](#). Through this program, Morphisec is

extending its [Ransomware-Free Guarantee](#) to channel partners, delivering powerful assurances to customers and new business growth opportunities to partners.

“In today's threat environment, security service providers and their customers can no longer afford to rely solely on detection and response — prevention must be a core pillar,” said Ron Reinfeld, CEO of Morphisec. “With the expansion of our Channel Program, we are deepening our commitment to continued innovation and also making industry-leading protection accessible to the organizations that need it most. We're proud to equip our partners with proven solutions that stop ransomware in its tracks and redefine the future of cybersecurity.”

The program expansion is coupled with the strategic appointment of two seasoned channel sales leaders:

- Avery Kraft, appointed Director of Global MSSP Sales, previously held leadership roles at Rapid7, Dimension Data, and Cisco.
- William Stevens, appointed Director of Global VAR Sales, brings experience from Deepwatch, Cybersixgill and XM Cyber.

“Our MSSP partners are seeking ways to stay ahead of an increasingly sophisticated threat landscape while maximizing operational efficiency,” said Avery Kraft. “Morphisec’s prevention-first technology and Ransomware Protection as a Service (RPaaS) empowers MSSPs to offer customers truly differentiated protection that goes beyond traditional endpoint defenses — and I couldn’t be more excited to help our partners as we pivot to a 100% channel-first company.”

“With the cybersecurity channel more competitive than ever, partners need solutions that are both disruptive and operationally simple,” said William Stevens. “Morphisec delivers exactly that: proven prevention, a low-complexity deployment model and high-margin opportunities. Joining Morphisec allows me to help partners thrive while reshaping endpoint protection for their customers.”

Why Partners are Joining:

For MSSPs and MSPs:

- High margins with low competition.
- Scalable, advanced endpoint protection, including AMTD-backed defenses against ransomware, zero-day, and fileless attacks.
- Starter kits, flexible billing, and full onboarding/offboarding support.

For VARs:

- Industry leading guaranteed margins.
- Access to co-marketing funds and local market development opportunities.
- Access to a customizable partner portal with extensive sales enablement, certification tracks, and marketing resources.

For Distributors:

- Flexible billing terms (quarterly/monthly) for optimized cash flow.
- Commitment-based incentives to reward loyalty and performance.
- Comprehensive technical and go-to-market support.

Partners can also leverage Morphisec’s Ransomware-Free Guarantee, offering customers the confidence that if a ransomware breach occurs after purchasing the Anti-Ransomware Assurance Suite, they will receive their money back.

The expansion of the Channel Program comes as customer expectations for proactive threat mitigation, AI-driven attack sophistication, skills shortages and ransomware threats are all surging. Traditional detection and response solutions are increasingly unable to keep up with

advanced, fileless, and AI-enabled attacks. Morphisec's prevention-first approach provides the preemptive cybersecurity advantage that partners — and their customers — urgently need.

"Innovation without accessibility is meaningless," added Reinfeld. "Through the Channel Program, Morphisec is not only continuing to lead with innovation but making sure the benefits of our groundbreaking protection reach the cybersecurity community at large, and the security service partners organizations depend on."

Morphisec is proud to work with organizations like Omega Systems, an award-winning MSSP that recently integrated Morphisec's AMTD technology into its endpoint security stack, dramatically reducing incidents and improving customer resilience.

"Sophisticated threats like fileless and in-memory attacks are increasingly evading traditional EDR defenses," said Ben Tercha, COO of Omega Systems. "By incorporating Morphisec's Automated Moving Target Defense technology into our endpoint security stack, we're able to neutralize these threats at the source. This proactive, prevention-first model gives our customers a critical advantage — securing their environments against attacks that legacy solutions often miss."

Current Morphisec partners include SHI, Consortium, GuidePoint Security and more. To learn more or to become a partner, visit www.morphisec.com/partners.

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