

Overall Newsletter - March 2026

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Q1 is coming to a close and it's been a busy one at Openprovider. Here's what you need to know heading into Q2.

Our [Web Hosting Industry Report 2026](#) is here, breaking down the state of the market, key operational challenges, and where new opportunities are emerging across onboarding, retention, and abuse management.

We're also diving into email security in our latest Openprovider Podcast with Allan Richards (EasyDMARC), along with a limited-time offer to help you improve customer retention and lifetime value.

If you're looking to grow margin without adding complexity, you can now try a year of Basic S Membership at an exclusive introductory rate.

You'll also find practical insights on reducing churn through smarter service bundling, how centralized domain infrastructure gives digital agencies a growth advantage, and what new threats like "vibe coding" mean for your hosting environment.

Happy reading!

Industry insights you can act on

Margins are thinner, abuse pressure is rising, and customers expect domains, DNS, SSL and email to "just work" from day one. Our new **original research** based on **proprietary data on the web hosting industry** breaks down what high-performing providers do differently.

Inside:

- Insights from **1,155 reseller portfolios** and **83 interviews** with hosters, managed cloud providers and ISPs
- ROI calculators you can apply to your hosting business
- API usage and domain adoption data, plus info on pricing strategies and abuse management

Want to move from traditional hosting to a complete digital infrastructure?

[Download the report here](#)

Grow revenue without adding complexity

Get centralized domain management

For just

\$4.99

Membership Basic S*

Get started

Limited-time introductory offer on Basic S Membership.
Ends April 6, 2026 (Midnight CET)



Managing domains, SSL, email, and DNS across multiple clients gets complicated fast. Centralized infrastructure removes that friction - giving you the capacity to onboard new business quickly. Openprovider Membership helps you turn that growing volume into margin without extra work. For a limited time, new members can try a year of Basic S Membership for just \$4.99 (regular price: \$49.99) - including your first 5 .coms at \$6.99 each. [Activate your Membership](#)

**T&Cs: Offer applies to new Members for the first year only. Basic S Membership auto-renews at full price after 12 months. .com domains must be registered before 23:59 CET, 6 April 2026 to qualify for the introductory rate. All prices exclude VAT.*

Set up DMARC quickly with EasyDMARC - try it for free for the first two weeks!

[EasyDMARC](#) is a hosted DMARC solution that makes DMARC easy to set up and understand for all customers - tech-savvy or not. It's a natural upsell for every email hosting package you offer. We've made EasyDMARC **free** for the first two weeks, so you can see how it works for your clients without committing.*

Don't miss your chance to test this attractive upsell at no cost! [Log in to start your free trial](#)

**Valid until 30/04/2026, for Members only, and on an unlimited number of EasyDMARC subscriptions. After the first two weeks, the regular renewal rate of €6.49 per month will be charged.*

What's changing (and what to do about it)

Podcast: Protecting your email infrastructure in the AI age



Email is one of the most exploited attack surfaces in your clients' stack - and the threats are getting harder to spot.

In this episode, host Brendan Boyle talks to Allan Richards, MSP Growth Lead at EasyDMARC, about how phishing, spoofing, and AI-powered impersonation are evolving, why so many domains remain unprotected, and what the real cost looks like in practice.

If you manage email infrastructure for clients, this is the gap you don't want to find out about the hard way. [Listen here](#)

PS: Ahead of our next Openprovider Mailbag podcast, we're opening the floor to you. Got a question for Openprovider CEO Arno Vis or one of our product experts? Submit it anonymously! [Ask your question here](#)



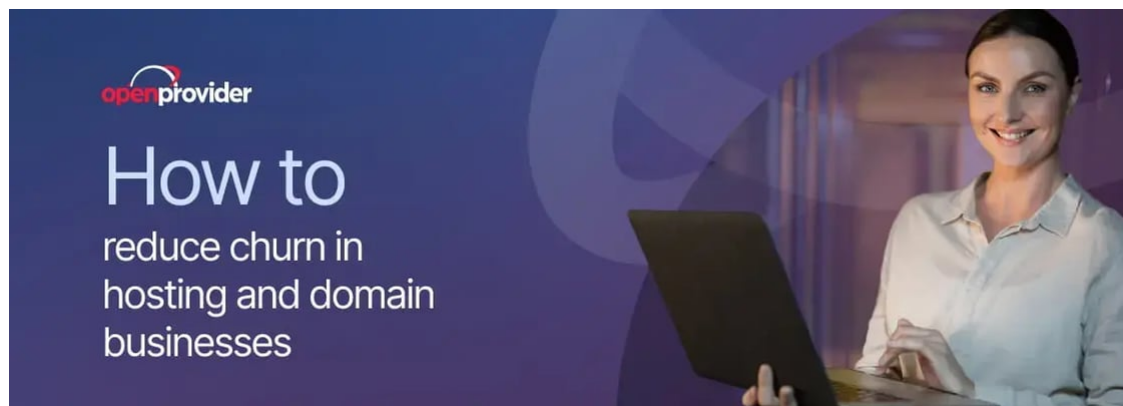
In early 2025, Andrej Karpathy, co-founder of OpenAI, introduced a term that would quietly reframe one of the most significant shifts in software development: vibe coding. For a whole new audience of builders, designers, marketers, and entrepreneurs who had never written a line of code, it opened up a world of possibilities.

But with lower barriers to creation come new sources of security threats. And for anyone managing web infrastructure on behalf of someone else, that should prompt a more urgent question: is your infrastructure stack prepared for what comes next?

We spoke to **cybersecurity expert Luke Wood** about the rise of vibe coding as a weapon for fraudsters and the direct implications for everyone managing domain and hosting infrastructure.

If you run a web hosting business or agency, you can't miss this one. [Read the full article on our blog](#)

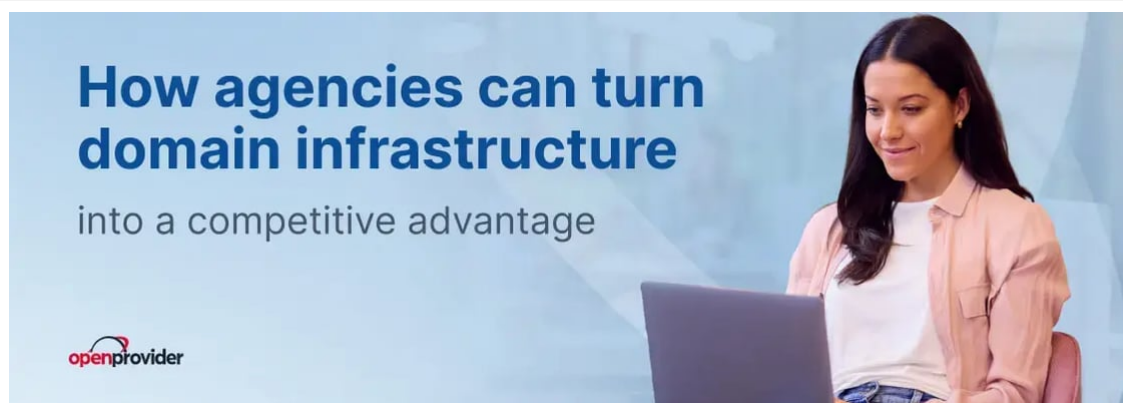
Improve retention and scale smarter



Churn rarely begins way before cancellation:

Fragmented tools, renewal frictions and slow support are driving your customer away, and the underlying loss-leader model in the hosting industry does the rest.

Learn how smarter service bundling across domains helps your hosting business keep customers longer and protect margins. [Read about it here.](#)



Domains and DNS may be sitting in your offering backstage, but really, they are impacting your customer retention and scalability.

Here's how centralized, automated domain infrastructure helps agencies cut complexity, strengthen client relationships, and turn backend operations into a real competitive edge. [Read the article now](#)

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