Maximizing Potential Revenue with Palo Alto Network Solutions

Opportunities for Upsell When Quoting Palo Alto GlobalProtect

If you are already selling PAN Global Protect, you can quote SafeNet's Authentication as a Service to protect the enterprise network by securing mobile devices as well as the identities of mobile users.

Benefits to the Partner

SAS/Authentication is an easy way to open the conversation with partners or end users for a simple cloud-based authentication solution and it's easy to demonstrate:

- Automates authentication process
- Works with existing technologies
- Centralizes data control
- Protects the access to and delivery of data to authorized users only
- Provides business intelligence and policy enforcement for mobile apps for both corporate-issued and user-owed devices
- Manages all of their endpoints from one authentication back end
- SAS is an industry trusted solution - Gartner Magic Quadrant leader for SAS 3 years in a row

Benefits to the Customer

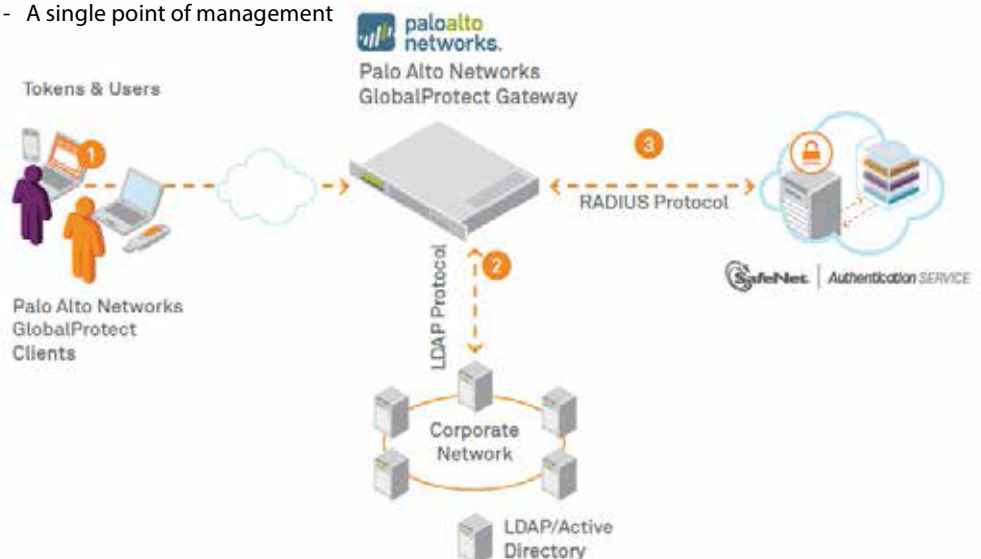SafeNet Authentication as a Service is a simple, flexible per-user subscription-based pricing :

- Licenses start as low as $36 per user and decrease as you add additional users
- Fully customizable interface

- Extensive self-service portals
- Embedded identity federation for securing access to SaaS and web-based applications
- No infrastructure investment
- Reduces management overhead – by automating solution management, lifecycle administration, and offers extensive user self-service
- The broadest range of authentication methods – Context base, OOB, OTP, pattern-based and certificate-based authentication
- Flexibility with choice of platforms – on-premise or cloud based solution
- A single point of management

What's the Potential Upsell for me?

SafeNet add on 3 year subscription Example #1

- Qty 100 955-000001-001-036-02 Annual SAS Cloud Subscription 3 years per user $97.20 - ($32.40 Per Year)
- Qty 100 955-000080-001-01 mobile pass per user for 3 years $0.0

Please contact the Arrow SafeNet Product Specialist for any SafeNet needs.

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Five Years Out