appgate

ZERO TRUST NETWORK ACCESS FOR MSPS

Quickly and easily make Zero Trust access technology part of your services portfolio

The Perimeter has Changed. Security Must Evolve.

Traditional perimeter security is static, nonresponsive and centralized. It operates on a misplaced sense of trust and grants over-entitled access to corporate networks. Traditional VPNs, next-generation firewalls and NACs are cumbersome to manage, vulnerable to threats and simply not fit for purpose in a perimeter-less world.

Enterprises need to rethink perimeter security because people are the new perimeter. Users and devices are everywhere and have access to practically anything, enabling a new and increased threat landscape. It's time for a dynamic security model that focuses on people instead of networks. Zero Trust Network Access (ZTNA) is redefining how companies deliver secure access for a people and device-centric model.

Zero Trust Adoption is Exploding

Zero Trust is now the centerpiece of a sweeping May 2021 White House executive order and the term has moved from "trendy buzzword" to real-world enterprise demand. With ZTNA, your customers can easily accelerate their Zero Trust strategy.

About Appgate MSP Partner Program

Appgate SDP is an industry-leading ZTNA solution built for the new requirements of modern, hybrid enterprise IT. The Appgate SDP platform gives MSPs a powerful ZTNA as a service solution that is easy to deploy and manage at scale while providing cutting-edge, people-centric security for your customers.

According to Gartner, by 2022, 80% of new digital business applications opened up to ecosystem partners will be accessed through Zero Trust Network Access. By 2023, 60% of enterprises will phase out their remote access virtual private networks (VPN) in favor of ZTNA.

Why Partner with Appgate
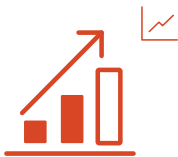
Profitably Grow Your Revenue

Increase share of wallet with extensive suite of use cases

Accelerate Time to Revenue

Delivered as a service for fast and easy deployments

Boost Customer Retention

Innovative integration-frendly technology to build sticky, cohesive security offerings

Leading Zero Trust Technology

Highest-rated ZTNA product offering

Intuitive Partner Portal

Training and enablement to be successful at your fingertips

Global Reach and Support

The help you need to meet your goals when you need it

Program Overview

The Appgate MSP Partner Program enables parters to maximize the value of ZTNA by our offering comprehensive technical training, best-in-class sales and marketing collateral and 24/7 dedicated technical support. Our partner portal has the business tools and marketing resources to help you succeed, including:

- Training and support: access our training and certification program designed to help partners differentiate themselves and ensure relevancy in the market
- Deal registration: register a deal for net-new opportunities, view and register all eligible renewals and view co-selling activities
- Sales tools: view our asset library to find sales and enablement resources to download and share
- Marketing resources: access to collateral, campaigns and content to support your marketing efforts
- Co-marketing funds: your success is our success; we're with you every step of the day

Financial Benefits

Profitably grow your revenue. Our MSP-friendly, pay-as-you-go pricing allows you to easily adapt to changing business needs without overcommitting budgets and improving your responsiveness to changes. With the pay-as-you-go model, you can adapt your business, based on customer demand rather than forecasts.

"As a Security Partner we utilize a best-of-breed approach to our technology platform. When it comes to Zero Trust, Appgate is the best in the business. Appgate allows us to provide a seamless approach to Zero Trust Network Access for our client base. An added benefit is the great team that they have in place to assist us and further augment the Managed Services we deliver to our clients!"

- Dan Johnsen, Alliance Manager, Avertium

"Appgate solves the VPN business problem, but so much more," said Sunny Lowe, President of Blue Jeans Networks. "If you want always-on VPN, with high security and an easy way to protect your resources from bad networks (like unsecured WIFI networks), then Appgate can solve this problem, with increased speed over your firewall-based VPN client. More security, faster speed, easy to use."

- Sunny Lowe, President, Blue Jeans Networks

Appgate SDP Benefits

Our platform starts where your customers are, accelerates their path ahead and sets them up for long-term success with a modern secure access platform that simplifies their day-to-day and adapts to secure their future.

- Purpose-built: focused on creating the world's best platform to secure private access for all users and all resources
- Agile and flexible: programmable and dynamic API-first platform built to be flexible and adaptable now and into the future
- Better admin UX: reduces complexity, overhead and management, making provisioning a breeze
- Improved end user experience: end users love using Appgate SDP because it's fast, easy and it just works, resulting in reduced help desk tickets
- Operational efficiency: architected for how people and enterprises work with security built into the fabric of enterprise workflows to enable work, not inhibit it
- Solves complex business problems: deliver immediate business value now and unfold new use cases in the future ISecure remote access, third-party access, Zero Trust for cloud, secure hybrid enterprise, unified cloud and on-premises access, secure DevOps access, cloud migration, M&A acceleration and more

Awards and Certifications

- Leader, 2021 Forrester New Wave™: Zero Trust Network Access
- Leader, 2020 Forrester Wave™: Zero Trust extended Ecosystem provider
- Common Criteria Certified
- Department of Defense (DoD) – Approval to Operate (ATO)
- AWS Security Competency
- CMMC Certified

"Appgate SDP solution rocks! It provides unparalleled security and value for us. We have no issues in the last three years. Product scales and can support unlimited workloads reliably."

- Gartner Peer Insights Review, February 2021

About Appgate

Appgate is the secure access company that provides cybersecurity solutions for people, devices and systems based on the principles of Zero Trust security. Appgate updates IT systems to combat the cyber threats of today and tomorrow. Through a set of differentiated cloud and hybrid security products, Appgate enables global enterprises and government agencies to easily and effectively shield against cyber threats. Learn more at appgate.com.