algosec | Secure application connectivity.
Anywhere.

Partnering with AlgoSec

What does AlgoSec do?

We automate fast, secure application delivery and security policy management across public and private clouds, and on-premises networks.

What does that mean?

We discover & identify business applications & security policies, including connectivity flows
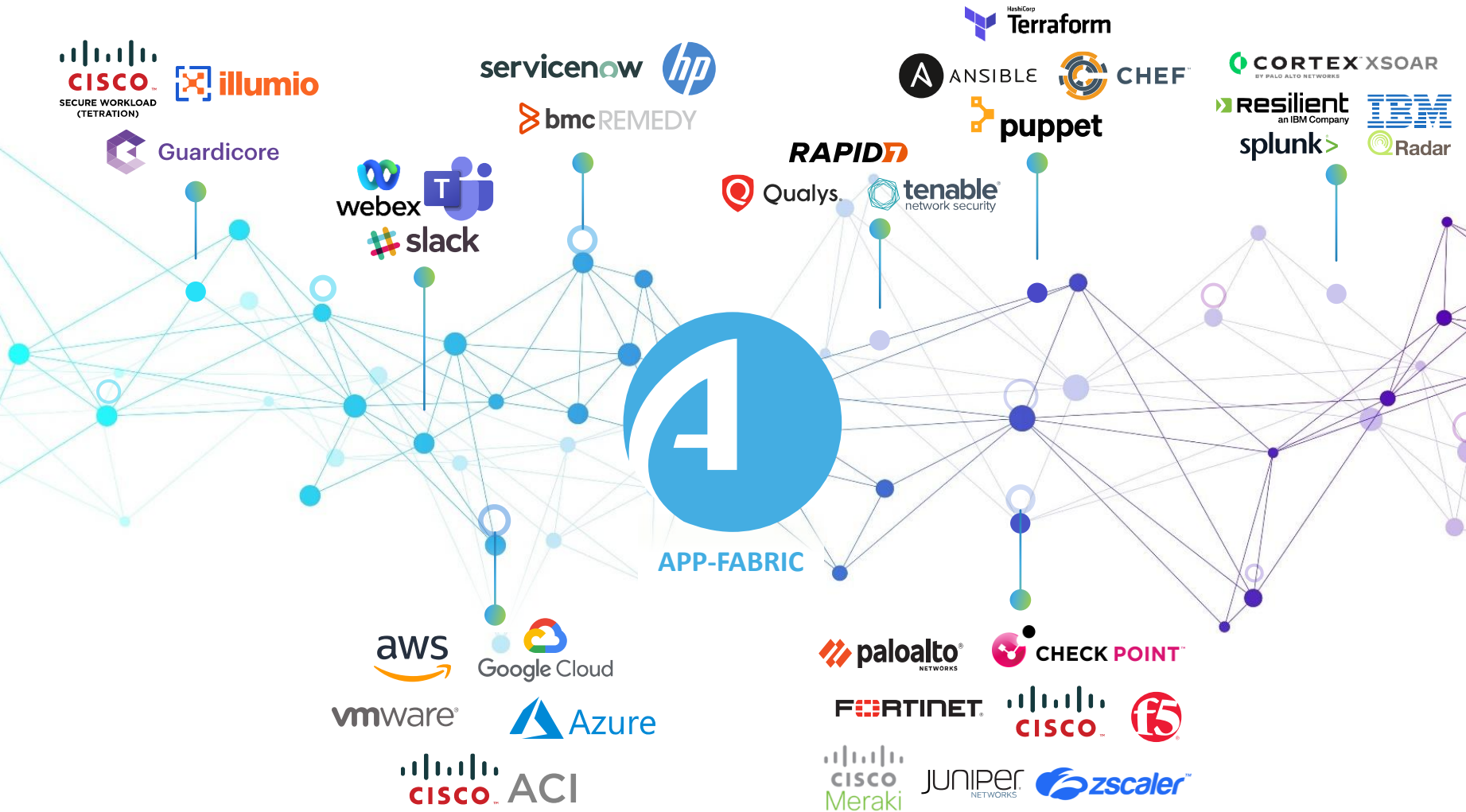
We automate change through risk analysis, implementation, and validation

We generate audit-ready reports and prepare for compliance adherence

Main Point: AlgoSec brings together your clients' infrastructure, security policies, and applications so that your clients have total visibility into their entire network

Bonus: Even though we are a Cisco Solution Plus Partner we also take a vendor agnostic approach and work with your client's existing solutions.

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ALGOSEC TECHNOLOGIES

Public Cloud

Private Cloud/SDN

Physical Networks

AlgoSec Cloud Enterprise (ACE)
Native Cloud Security, Compliance & Automation

AppViz / AppChange
Application Connectivity Discovery & Management

FireFlow
Security Policy Change Automation

Firewall Analyzer
Security Policy and Network Analysis

Firewalls

Routers

Load Balancers

Security Groups

Vulnerability Scanners

Syslog & Traffic Data

CMDB Data

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What problems can **AlgoSec** Address for your **customers**?

Security and application flows adhering to existing security rules.

Delivering a single pane of glass view of SecOps, DevOps and NetOps.

Supporting micro segmentation projects.

Multi-vendor environments that require manual tasks to update security processes.

Time/resource needed to prepare audits by providing auditable reports.

Automating change requests and providing simple visibility.

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Why sell AlgoSec?

We add **incremental and recurring revenue** to your existing deals

We offer industry **competitive margins** as well as **deal registration** discounts

We **accelerate deal cycles** for complex security implementation projects

We are a natural add-on to existing products you are selling **increasing project profitability**

We work with a wide range of **vendors**, **and** we are on the Cisco pricelist for easy quoting

We are a **game changer** offering for your customers and have the feedback to prove it

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What customer opportunities should I sell into?

- Migration to the Cloud (public, private, or hybrid)

- Micro segmentation (including Guardicore, Illumio & Cisco Secure Workload)

- Risk assessment across a hybrid network & topology mapping

- Migrating security platforms/infrastructure vendors

- Discovering application flows and overlaying those flows onto existing security rules in an organization

- Application deployment slowing down the business

- Firewall audit preparation & handling

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Qualifying questions for your customers

How many change requests do you work on every week?

Have you thought about automation of those change requests execution? Are you using a ticket system?

How do you assess the risk & compliance implications when making a firewall change?

Are you forced by regulatory authorities to show compliance? Which ones?

What's your cloud strategy?

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Qualifying questions for your customers

Do you have application security visibility across your entire estate?

Are you experiencing application delivery bottlenecks?

How do you currently make policy changes for your company's applications? Is it a manual process?

How can you identify the risks to your most critical business processes while ensuring corporate compliance across multiple environments?

Which Cloud technologies are you using or planning to use?

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Next steps in your partnership with **AlgoSec…**

engage

Get access to the AlgoSec Partner Portal, reach out if you need any support

Get your sales certification using the AlgoSec Academy which can be accessed through the partner portal

Understand the Deal Registration process, we'll be happy to arrange some one-on-one time with you to do this

Do you have any opportunities we can support you on? We'll be happy to take a look and leverage our internal resourcess to support you

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WHY SELL ALGOSEC?

Margin → We add **incremental revenue** to your existing deals & offer industry competitive margins as well as **Deal Registration** discounts.

Deal Progression → We **accelerate deal cycles** for complex security implementation projects.

Customer Satisfaction → We are a **game changer** for your customers and have the feedback to prove it.

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