



Pulse Secure MSSP Solutions

Enhanced service provider packaging enables hybrid IT Secure Access service portfolio

- ✓ Zero trust security for data center and cloud access
- ✓ All-in-one platform for easy service up-sell and cross-sell
- ✓ Easy scale with all-virtual deployment and centralized management

Enterprise security is more complex with growing cyber threats, unique hybrid IT deployment needs and the consumerization of IT applications and devices. Enterprises are overwhelmed and increasingly look to MSSPs for relief, helping fuel double-digit growth in the managed security services market. Pulse Secure gives MSSP leaders an easy, no risk path to capture and grow access security service revenue, delivering new and differentiating security services faster and without upfront investment.

Pulse Secure provides a comprehensive and versatile Secure Access platform that differentiates security offerings for hybrid IT enterprise environments. Pulse Secure integrates NAC, VPN, ADC and EMM security capabilities on a unified platform to help deliver managed services for enterprises of all sizes. The platform enables value-added services with network visibility, enhanced firewall integration for differentiated firewall and threat response services, and intelligent load balancing for cloud-ready disaster recovery services.

Solution Overview

Pulse Secure has created an MSSP solution designed for the rigors of securing a hybrid IT environment and priced to accelerate MSSP offerings. We've made it easy for MSSPs to transform their managed VPN solution into a Secure Access platform, enabling service and cross-sell, providing cost-effective and on-demand scale, and adding value and differentiation to other security services.

Challenges

Investment Risk

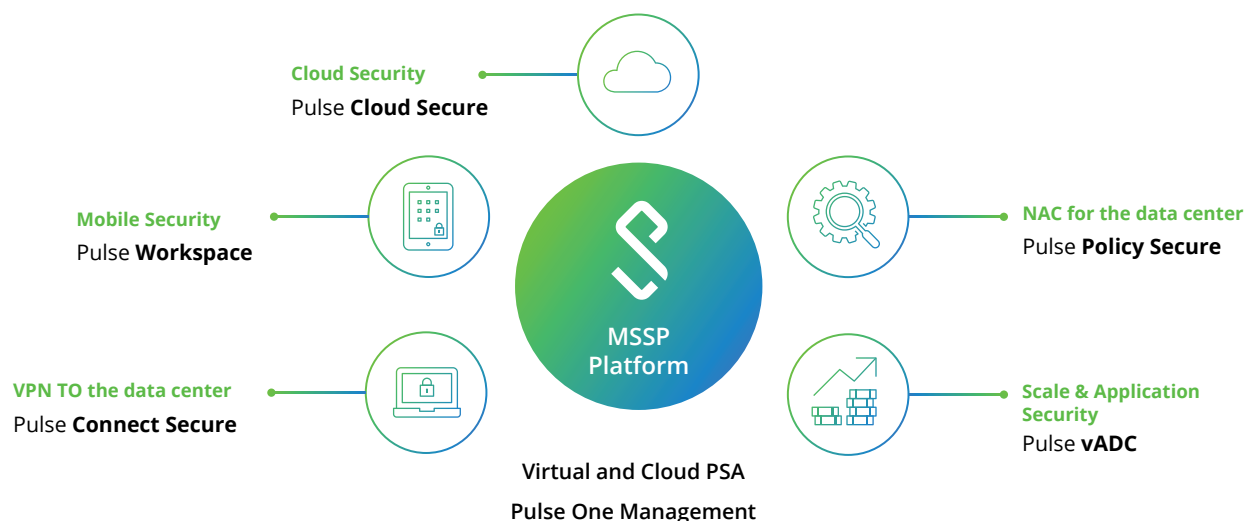
Grow your security business without upfront investment with a usage-based business model based on the maximum number of active users in a month.

Revenue Diversification

Diversify and boost your revenue stream with a comprehensive Secure Access platform that integrates NAC, VPN and EMM capabilities, and simplifies the cross-sell of managed services.

Service Differentiation

Expand and differentiate your Secure Access service portfolio for enabling service agility and integrated security and visibility offerings for cloud and mobility.



Cross-Sell

Pulse Secure provides a comprehensive Secure Access platform, with integrated security capabilities, that simplifies the cross-sell of managed services.

- The unified Pulse Client with integrated BYOD container, role-based access, split-tunneling support and robust host-checking, provides an easy way to onboard customers and incrementally activate mobile users and cloud security services.
- Additional service enablers include a network profiler for endpoint and IOT device assessment services, threat response with NGFWs, and intelligent applications delivery controllers for cloud-ready disaster recovery services.
- All managed from a multi-tenant, centralized management system in the cloud that gives operational oversight while also providing clients dashboard visibility.

Grow without Risk

Pulse Secure offers MSSPs an easy path to grow their business with a usage-based business model based on the maximum number of active users in a month.

- A tiered pricing model gives MSSPs on-demand Secure Access resources to spin up or spin down their service capacity to meet spurts in business growth or adapt to market downturns.

- List pricing starts at \$5 per user for the first 500 users with higher discounts available for larger user counts applied across the MSSP's active Secure Access customers.

Scale with Ease

The Pulse Secure solution is purpose-built for MSSPs seeking to expand their Secure Access service portfolio.

- Enjoy service agility with integrated VPN, cloud and mobile security, NAC, EMM and visibility support.
- The all-virtual solution includes appliance form factors for VMware, KVM and Hyper-V.
- Service reliability, availability and scale is maximized by embedded load balancing, high-availability clustering and centralized management.
- Support is also available for deployment in hosted cloud environments such as Microsoft Azure.

The Pulse Secure solution is purpose-built for MSSP environments, enabling service agility and scale for a comprehensive set of security and visibility offerings. The Pulse platform differentiates security offerings for hybrid IT enterprise environments and defeats the latest cyber threats. MSSPs can tailor their offerings for enterprises of all sizes, helping customers tackle the latest security issues linked to hybrid IT, mobile devices and the Internet of Things (IoT).

About Pulse Secure

Pulse Secure, LLC offers easy, comprehensive Secure Access solutions that provide visibility and seamless, protected connectivity between users, devices, things and services. The company delivers suites that uniquely integrate cloud, mobile, application and network access to enable hybrid IT. More than 20,000 enterprises and service providers across every vertical entrust Pulse Secure to empower their mobile workforce to securely access applications and information in the data center and cloud while ensuring business compliance. Learn more at www.pulsesecure.net.