macmon secure offers channel new sales opportunities through MSP

Berlin, 11 March 2019: IT system integrators offer their customers a wide range of services as Managed Services Providers (MSP). The services include hosting services, virtual private networks (VPN), Voice over IP (VoIP), internet access and also network security. With macmon secure, MSPs now have the opportunity to further expand their competence in the area of Network Access Control (NAC). The offering includes solutions for both "operators" and "hosters" in conjunction with billing models that adapt to the current offering of MSPs.

System integrators provide their services remotely via the Internet. The offers of the MSPs also include remote maintenance as well as technical assistance by IT experts trained for this purpose. For an individually agreed fee, the customer's IT infrastructure is monitored and any problems that arise are solved by external experts. Managed services give small - and medium-sized companies in particular - the opportunity to save costs by outsourcing their IT requirements without having to set up or expand their internal IT department. Larger companies like to involve their trusted IT system house for special topics that go beyond day-to-day business.

Growing number of macmon partners rely on MSP

In 2018, macmon secure partners also expanded the special business area of MSP further, and see good growth potential for 2019, because special knowledge, as required by the topic of Network Access Control, cannot be individually built up and updated by every customer, even with such user-friendly software as macmon NAC.

Since macmon secure wants to concentrate on the continuous development of its security solution and not compete directly with its partners, macmon secure now offers channel partners the basis for calculating the usage of macmon NAC licenses. In consultation with macmon secure, models tailored precisely to the needs of the channel partner are possible. Dirk Kierstein, Head of Partner Management at macmon secure acts as the direct contact person for the MSPs. At the macmon secure Partner Day held in January in Berlin, Germany, he assured his partners:

"Our license model offers you the opportunity to offer your expert knowledge in the area of network security as part of a managed service. Thus consolidates and expands your position with your customers. macmon secure provides you with the necessary expertise for your IT experts through regular communication, training or webinars. And of course we continue to support you with our support team, which was able to achieve particularly high satisfaction rates in our latest partner survey."

About macmon secure:

macmon secure develops network security software, focussing on Network Access Control. Founded in 2003 macmon secure has grown from strength to strength, becoming the technology leader in the field of Network Access Control. Based in Berlin, the macmon NAC solution is fully engineered in Germany. macmon has a broad diverse range of customers varying throughout all industries, capturing SMB's, medium sized enterprises through to large international corporations.

macmon's aspiration: Offering every company a flexible and efficient NAC solution. Which can be implemented with minimal effort, adding considerable surplus value for network security.

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