macmon NAC smart – New Sales Initiative Starts for the Channel
Simple and cost-effective network security for SMEs

The SME sector is booming, but many companies are facing an acute shortage of specialists, particularly in IT, even in the face of greater and greater IT risks. IT networks especially are set to experience rapid growth in the coming years. With an increasing number of endpoints, the Internet of Things, digitization and the networking of communication and production applications, even the IT infrastructures of "smaller" companies are becoming more and more complex and unclear. More than ever, companies need the best possible scalable security to provide effective protection for their IT networks. At present, however, small and medium-size enterprises (SMEs) shy away from proactively addressing their network security needs because the process seems complicated and expensive. As a result, it is often difficult for IT system vendors to sell their seemingly complex NAC solutions.

Rapid Sales Opportunities for the Reseller – with no Need for Certification or Training
With macmon NAC smart, macmon secure GmbH is now offering the Channel a Network Access Control solution tailored to the needs of SMEs. Besides its comprehensive network transparency, guest and BYOD management and differentiated policy enforcement features, the solution can be fully operational within just a few hours with no need for infrastructure changes.

macmon NAC smart is available for up to 150 or 250 nodes with a fixed duration of three years. The customer has the choice of a high-quality hardware appliance or virtual appliance. Setup is conveniently provided through remote support.

This SME solution offers the following benefits for the reseller:
- The perfect product for SMEs starting off with NAC, which is a market with growing demand
- The simplest possible implementation for the customer, high potential for additional business
- The ideal topic for new customer acquisitions in the IT security market
- Rapid sales driver, no long decision-making processes for the customer
- Value for money – healthy margin
- No registration required
- No certification required
- 100% Channel-Model
- Tested and reliable solution "made in Germany"

Hans-Joachim Diedrich, Head of Sales and Marketing at macmon secure GmbH:
"Our SMART package is our response to the needs of the Channel. Selling NAC solutions on the market is often a protracted process. Now, resellers can broach the issue with their existing and prospective customers in a quick and easy way and generate real added value through a manageable investment. One of the highlights is our visual network overview, which lets administrators create an overview of all switches registered on their network in just a few hours – this feature is often the Wow effect that really wins our customers over, and that opens the door for further projects for the reseller."

The Demonstrable Benefits for Channel Customers at a Glance – with macmon NAC smart:

- ✓ All network entries are protected from unauthorized access.
- ✓ Unauthorized access to IP devices such as security cameras is prevented.
- ✓ Guests receive appropriate access to resources easily via the built in guest portal.
- ✓ Activities at the vulnerable network entries can result in an intelligent endpoint isolation.
- ✓ Employees can operate their private endpoints maintained by the BYOD portal according to the given permissions.
- ✓ Unauthorized endpoints and attackers will get no access to the network.
- ✓ Infected endpoints will be automatically disconnected from the network.
- ✓ External employees and service personnel get controlled access to selected resources via Guest portal easily.
- ✓ Administrators get a permanent real time graphical network overview using macmon topology.
- ✓ All Devices in the network are found and located - even where you least expect them.
- ✓ Infected endpoints are isolated quickly to prevent a network infection.
- ✓ VoIP phones and the connected endpoints are controlled precisely - without any restrictions for the mobile workstations.
- ✓ IoT devices are detected and smartly separated from the corporate IT infrastucure simply!
- ✓ Port configuration and network documentation changes due to employees' movements are handled automatically.
- ✓ The employees will automatically receive the same access to their resources, independent of their location.

Further information for interested resellers: www.macmon.eu/en/nac-smart-partner
Companies will find interesting information here: www.macmon.eu/en/nac-smart

About macmon secure GmbH

macmon secure develops network security software, focussing on Network Access Control. Founded in 2003 and based in Berlin, macmon secure has grown from strength to strength, becoming the technology leader in the field of Network Access Control. The macmon NAC solution is fully engineered in Germany. macmon secure 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.

For more information, please visit: www.macmon.eu/en
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LinkedIn: www.linkedin.com/company/macmon-secure-gmbh
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