

# Award-Winning OEM Security Technology Seamlessly Integrated into Your Existing Software Solution

## Ivanti Value Added OEM Integrations

The proliferation of endpoint devices combined with an increasingly sophisticated threat landscape has the endpoint security market on track to generate more than \$17 billion by 2020<sup>1</sup>. You can quickly and easily participate in this rapidly growing market through the seamless integration of Ivanti's award-winning OEM technology into your existing software solution.

## Commitment to OEM Partner Success

As a crucial component of our go-to-market strategy, the Ivanti OEM program includes access to joint marketing, sales and PR activities to accelerate growth, comprehensive implementation services to get you up and running fast, continuous technical support from experienced engineers to minimize your overhead and advanced training so you can deliver ongoing customer value.

## Market Validated Solutions

Currently protecting millions of customer endpoints worldwide for some of the world's best known technology brands, including Quest (formerly Dell/KACE), Micro Focus (formerly Novell), Sophos, VMware and others, Ivanti has a long history of helping OEM partners expand their reach and drive incremental revenue.

## Flexible Licensing Aligned to Your Business

We appreciate that each OEM partnership is unique. We will work with you to create a license and billing framework that allows you to generate profitable, recurring revenue from new and existing customers while aligning to your unique business model.




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***“The seamless integration with HEAT Software allows us to bring best-of-breed patch management capabilities to our customers”***

**Philippe Courtot**  
Chairman and CEO, Qualys, Inc.

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## High Demand OEM Security Technologies

With proven OEM security technology in the growth areas of vulnerability management, data protection and endpoint security, Ivanti offers you a unique opportunity to extend your solution capabilities and secure additional revenue.

## Ivanti Patch Management for OEM Partners

Reducing the vulnerability landscape through timely patch management is one of the most effective actions that your customers can employ to proactively mitigate IT security risk. But with the proliferation of enterprise devices, applications and vulnerabilities, it is a daunting task. With our Ivanti Patch Management SDK/APIs for endpoint assessment, patch content delivery and remediation, you can help your customers streamline remediation cycles

from weeks to hours for all their heterogeneous operating systems and third-party applications.

- World’s largest repository of pre-tested and uniformly packaged software updates
- High-availability, global content delivery network with more than 137,000 servers in 87 countries<sup>2</sup> within over 1,150 networks
- Offering cross platform support for highly secure and stable patch technology with encrypted files delivered securely from the cloud.

### Ivanti Device Control for OEM Partners

Embedding Ivanti Device Control into your current offering eliminates the risk of unauthorized devices connecting to your customers’ network while providing the flexibility end users need. Combining your server business process and our agent-side Ivanti Device Control APIs within your solution, your customers can quickly identify all the endpoint-connected devices in their environment and flexibly enforce a comprehensive security policy that prevents unauthorized use, limits data transfers, and forces data encryption.

- Protection from malware being introduced into the network via removable devices like USB flash drives
- Automatic encryption of sensitive data via FIPS 140-2 government approved algorithm
- Granular, flexible permissions to control access on wireless devices, monitoring (shadowing) files, and printers

### Ivanti Business Intelligence Dashboards

Big data used to make better decisions. Reporting and dashboards are a fundamental component of nearly every IT software solution. Whether you develop software for

service management, security, asset management, network monitoring, or other IT Operations Management (ITOM) tools, your customers expect powerful reporting capabilities that are as effective as your core application features in matching their business requirements. And through an OEM relationship with Ivanti, you can meet their needs successfully.

- **Comprehensive reporting and dashboards** – Offer a single, expansive view of multiple IT data sources for operational reports, scorecards, and executive summaries to improve decision making and reduce time to action.
- **Real time self-service reporting** – Improve speed of response. Reduce dependence on IT reporting specialists to slice data, build visual reports, and design dashboards.
- **Maximize visibility for your customers and their stakeholders** – Increase visibility into your solutions with minimal effort to reveal how they support your customers’ business-critical initiatives.

#### Learn More

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<sup>1</sup> MarketsandMarkets - “Endpoint Security Market by Solution, Service, Deployment Type, Organization Size, Vertical, and Region” - Global Forecast to 2020”, 2016

<sup>2</sup> Facts & Figures | Akamai. Dec 27, 2013