

Solutions for Managed Service Providers

In a highly competitive market, offering comprehensive and seamless solutions can give MSSPs a crucial advantage in attracting customers and fostering growth. However, managing customers' firewall rules can be time-consuming and resource-intensive, leaving room for mistakes and misconfigurations that could compromise security. FireMon-as-a-Service helps MSSPs to maximize agility, improve operational efficiency, tighten customers' security posture, and streamline both change processes and audit readiness. By incorporating this powerful tool into their portfolio, MSSPs can provide even more value to their customers and drive growth for their business.

FireMon-as-a-Service is a program designed specifically for MSSPs that enables them to offer a higher level of security services to their customers without adding additional staff. Our program allows MSSPs to optimize their operational efficiency and provide faster response times to security incidents, troubleshoot connectivity issues, reduce downtime, and ensure continuous compliance through our “always on” platform.

The FireMon MSSP program is specially designed with an OPEX-friendly model to help partners address the skills shortages and expertise gaps that their customers may face, all at a price point that is significantly less expensive than having in-house capabilities for the same functions. Some key features of the program include:

- / Innovative change control and policy management across heterogeneous, hybrid cloud environments for improved network visibility and change automation
- / A point-in-time policy assessment solution designed to drive value and business opportunities in existing accounts and prospects
- / Native multi-tenancy: FireMon was created with multi-tenancy capabilities from the ground up
- / Premium level support, training, and GTM (go-to-market) assistance

Offering Network Security Policy Management (NSPM) as a service can help MSSPs to improve their margins by saving time and money on costly, labor-intensive tasks such as manually inspecting thousands of firewall rules to ensure policy compliance. It also enables them to deliver new services to their customers, such as automated cleanup of redundant rules and objects, automated server decommissioning, rule recertification, asset discovery, and cloud security services. These services can help to increase customer satisfaction and drive growth for the MSSP's business.

What You Get

The FireMon program offers several key benefits for MSSPs that set it apart from other solutions in the market. Some of these benefits include:

- Market-leading technology: FireMon's technology is built upon over 20 years of experience with the world's largest enterprise networks, providing robust, reliable solutions for MSSPs and their customers.
- Free online training: FireMon offers free online training and certification to help MSSPs get up to speed quickly on the program and maximize its benefits.
- Native multi-tenancy: FireMon was designed with native multi-tenancy capabilities from the ground up, ensuring segregation between customers and allowing separate analysis and reporting per customer.
- Flexible licensing: the program offers a bank of licenses that can be easily added or removed at will, without the need for a purchase order, and allows for the independent insertion, removal, or exchange of licenses. This provides MSSPs with complete visibility into their overall license capacity and usage.
- Premium level support: MSSPs using the FireMon program can access premium level support and assistance with GTM strategies to help them succeed with the program.

For more information about the FireMon program and how it can help MSSPs to provide better security services to their customers, visit firemon.com/managed-services-providers-mssp/ or contact mssp@firemon.com.