Partner Center
Increase your sales. Boost your business.

panda

SIMPLIFY AND STREAMLINE MANAGEMENT OF YOUR CUSTOMERS

Panda Security provides its partners with an excellent opportunity to protect their customers against the most advanced threats via **Panda Partner Center and** its portfolio of **cybersecurity solutions**. At the same time, they can **create new business opportunities**.

Panda Partner Center is a comprehensive solution designed to be a quick and efficient way for **partners and vendors of Panda Security services to centrally manage their customers' security and lifecycles**.
They will also be able to monitor, renew and recover licenses completely independently of the security vendor.

The solution **makes it easy for partners to completely manage the services** they provide to their customers. This way, they can **focus exclusively on making their business grow**. The fact that the solution is cloud-based guarantees fast adoption and requires no installation, maintenance, or costly IT infrastructure investment.

PARTNER CENTER IS...

...accessible from anywhere, at any time. Panda Partner Center is managed from a simple web browser that offers:

Creation and management of customers. This is done autonomously from the vendor, maintaining visibility of customers and their status at all times.

Management of full lifecycle. This cycle goes from the assignation of trial licenses, to the assignation of licenses and the renewal of contracted services

Security management. Security policies for multiple customers are centrally managed for multiple customers at the same time, with the possibility of accessing customers' management consoles to carry out remediation actions with no need for onsite action.

BENEFITS

Panda Partner Center has been designed to minimize operative complexity and maximize flexibility, granularity and scalability in the management of our partners' customers. The benefits it can bring your company include:

Greater control of customers

- Streamline your relationship with your customers by centralizing and managing all their information.
- Operative efficiency thanks to the system of roles and groups, and different access and visibility permissions.
- Monitoring and alerts for protection status.

Greater customer satisfaction and recognition

- Global management by partners, and the full portfolio of cybersecurity products and services on offer means a higher rate of customer loyalty.
- Boost the partner's corporate identity by providing the option to personalize the customer's console with their colors and logos.

Increase operation profit margins

- Access to greater discounts by acquiring licenses in bulk.
- Reduce costs by managing your customers' sales cycle and security from a single tool, with no need for onsite visits.
- Higher customer satisfaction thanks to the quality and agility of the service received, which encourages them to recommend it to new customers.

Increased sales

- Greater speed and better sales ratio thanks to the ability to assign trial licenses to showcase the product, and turn this into a sale in the same customer interaction (upselling/cross-selling).
- Greater profitability with the ability to recover licenses from customers who have unsubscribed from the service.

Panda Partner Center is a tool dedicated to actively helping partners. It saves them time by simplifying and optimizing the process of managing customers and their licenses. Remember that Partner Center is provided at no additional cost upon purchase of the first pack of licenses.

KEY CAPACITIES:

CENTRALIZED CUSTOMER MANAGEMENT

- The partner centrally manages their customers, with no need for onsite visits or specific configurations on their network or the customer's.

- Creation and registration of new customers: Customers can be classified by groups, which speeds up the configuration of the security service for each customer.
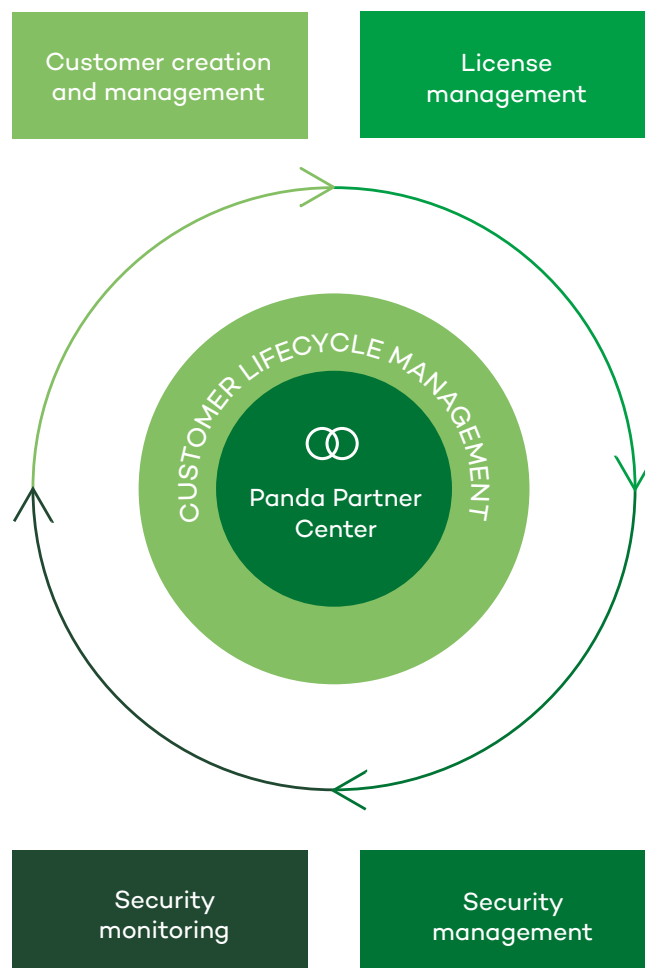
MANAGEMENT OF LICENSES

- The licenses acquired by the partner are added to a pool from which they can be directly assigned to customers.

- Creation and assignation of trial licenses

- Conversion to commercial licenses.

- Renewals and automatic renewals of the partner's customers' licenses.

- Upsell and cross-sell: Modification and grouping of licenses.

- Deletion of customers and associated contracted services.

- Recovery of licenses not used, which can then be assigned to other customers.

- License history, where all movement of licenses is recorded, along with their current status.

SECURITY CONFIGURATION AND MANAGEMENT

- Remote installation and deployment of solutions via the customer console.

- Application of centralized configurations for multiple customers from the Partner Center web console

- Copy configuration profiles from one customer to another and assign customer group configurations in a controlled fashion.

- Automatic update settings for the protection installed on customers' endpoints.

SECURITY MONITORING

- Consult licenses contracted and used, and approaching expiration dates.

- Monitoring of protected computers, their status (security indicators) and groups they belong to.

- Visualization of computers with errors in the installation of the protection, and computers with an out-of-date signature file.

- Access to the administration console for products installed on customers' computers.

Customer creation and management

License management

CUSTOMER LIFECYCLE MANAGEMENT

Panda Partner Center

Security monitoring

Security management

AWARDS AND CERTIFICATIONS

Panda Security regularly participates in and receives awards for protection and performance from Virus Bulletin, AV-Comparatives, AV-Test, NSSLabs Panda Adaptive Defense achieved the EAL2+ certification in its evaluation for the Common Criteria standard.

ITPro. EDITOR'S CHOICE ★★★★★

vb100 VIRUS virusbtn.com

AV comparatives APPROVED Business Security DEC 2019

PRODUCTO SEGURIDAD TIC CCN CUALIFICADO

OPSWAT. SILVER CERTIFIED ANTI-MALWARE

Gartner peer insights customers' choice 2019

COMMON CRITERIA

CYBER THREAT ALLIANCE

NSS LABS RECOMMENDED

CITRIX Ready