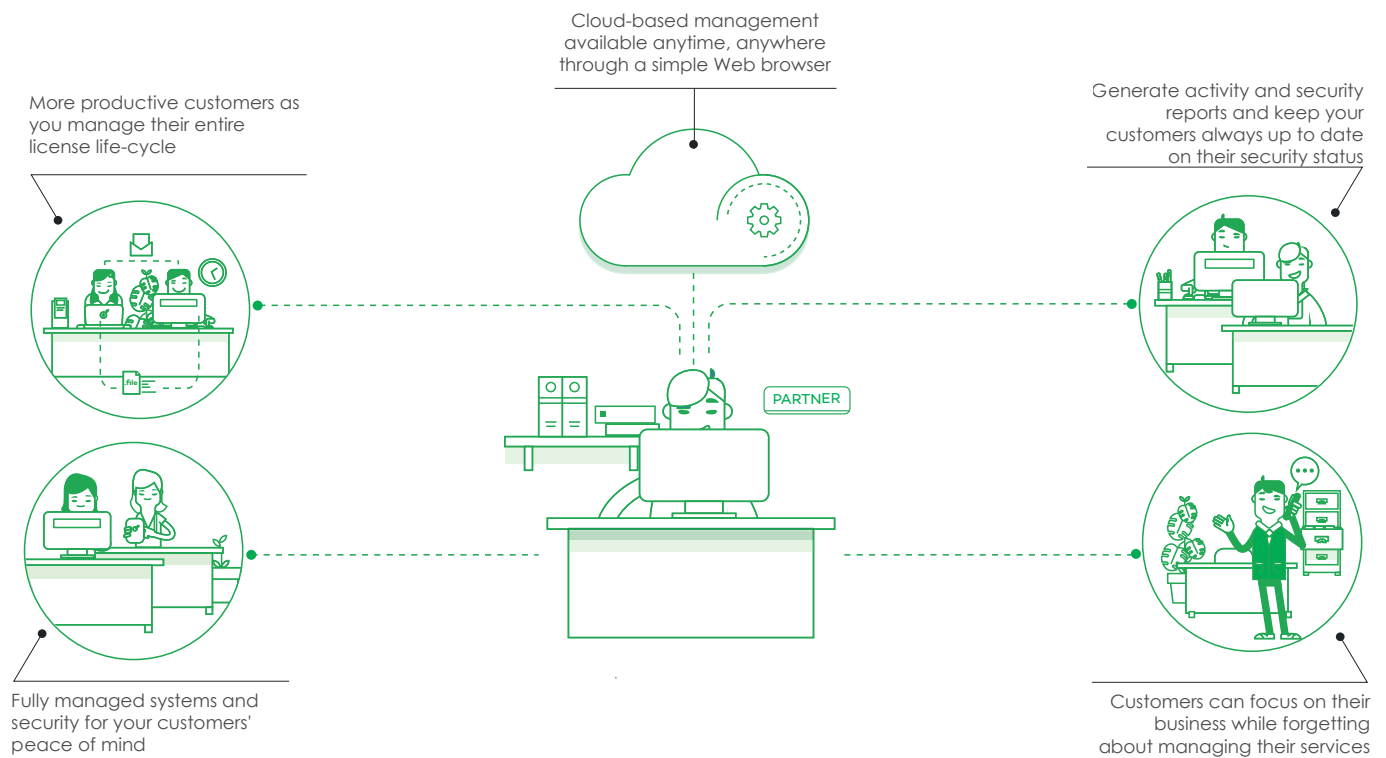


# AN INTEGRATED SOLUTION FOR MANAGING YOUR CUSTOMERS

Security service vendors and providers need to manage their customers easily and centrally. The most important thing is to offer a **complete service** so that customers can forget about the security, and even management, of their computers and focus entirely on their business.

Partner Center is a services platform that **allows our partners to manage their customer's security and life-cycle** centrally from a single Web console simply and regardless of the security provider.

**Partner Center boosts our partners' business** by providing them with complete management of the services they offer to their customers so that they can focus on growing their business.



Accessible anytime and anywhere, Partner Center is managed from a simple Web browser offering:



**Customer creation and management**, Regardless of the provider and offering constant visibility of customers and their status.



**Complete license life-cycle management**, from allocation of trial licenses to allocation and renewal of full licenses.



**Security management, accessing customers' management consoles**, setting up centralized security policies and carrying out remedial actions without needing to go to the customer's office.

*The data speaks for itself: Panda partners are more satisfied with Partner Center. A recent survey of Panda Security\* Partners shows that 94% are satisfied or very satisfied with Partner Center.*

## BOOSTING GROWTH OPPORTUNITIES FOR PARTNERS

### Helping you to close more sales

- More quickly, as it allows you to assign trial licenses and close the sale in the same call to the customer.
- Simpler, without needing to request authorization from the software provider.
- More flexible, allowing you to manage different license periods and cross-sell Panda solutions.

### Increasing the margins of your operations

- Allowing you to access higher discounts by purchasing volume licenses.
- Reducing your travel time, by allowing you to perform remote installations and maintenance, as well as offering automatic product updates.
- Cutting your costs, by managing the entire sales cycle and your customers' security from a single tool.

### Getting greater control of your customer

- From creating trial versions to assigning full versions and renewing them.
- Obtaining detailed information about all of your customers' pending renewals.
- Providing visibility of your customers' security status at all times.
- Generating reports on your customers' activity.

### And all with the same goal: to achieve recognition and customer satisfaction

- More content customers, as they feel protected and managed at all times.
- Informed customers, providing them with scheduled reports for their peace of mind and control.
- More satisfied customers, which in turn promotes recommendations to new customers.

To sum up, customers who can dedicate their time to focusing on their business.

## PLUS OTHER BENEFITS FOR OUR PARTNERS


- ✓ **Recover licenses from customers who unsubscribe from the service** and assign them to new customers. Protect the value of the assets you have purchased.
- ✓ **Assign licenses with complete flexibility** as the licenses you purchase do not expire and are only activated when you assign them to your customers.
- ✓ **Increase your visibility and customize** your customers' administration console and protection with your corporate identity.
- ✓ **Scale management simply and flexibly** by creating roles and users with different permissions to control access to the console.


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*Whatever your business model, from distribution to managed service provision, Partner Center is the solution you need to manage your customers.*


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## PRODUCTS SUPPORTED FROM PARTNER CENTER

 **Systems Management**: Management, monitoring and support of all of your customers' devices, including smartphones and tablets.

 **Endpoint Protection**: Security for all Windows, Linux, Mac and Android computers with no impact on performance.

 **Endpoint Protection Plus**: Security and productivity, blocking spam in Exchange servers and filtering access to URLs.

 **Email Protection**: Protection against malware and spam removal from the cloud.

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*And in addition, remember that Partner Center is delivered at no cost when buying the first license pack*

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For more information on these products, please visit [www.pandasecurity.com](http://www.pandasecurity.com).