



IT Distribution mit **Persönlichkeit**

# **MANAGED SECURITY SERVICE PROVIDER**

**MSSP – mit THYCOTIC**

Sommer 2018    NESTEC



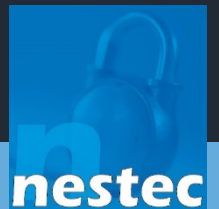
# NESTEC IT-Solutions

Distribution mit **Persönlichkeit**

## Alexander Scharf

GF GS, a.scharf@nestic.at

Seit 2002 als NESTEC  
seit 2008 MSP / Cloud Services  
TZ St.Florian (bei Linz)  
Distribution, Consulting & Services  
Tochter in Zagreb für Region EE





## (AB)SICHERUNG

Neue Konzepte auch  
insbesondere in Anbetracht  
steigender CLOUD  
Abhängigkeiten



## Monitoring

Meldungen von Verletzungen  
des Schutzes, max 72h

Nachweise Compliance



## KOMMUNIKATION

Verschlüsselung  
Berechtigungen

Zugriff in Ausnahmesituationen  
unbedingt erforderlich



## SPEICHERUNG

Verschlüsselte Datenablage

Zugriff in Ausnahmesituationen  
unbedingt erforderlich



## Datenschutz- Verantwortlicher

Anwender-  
Akzeptanz



## ZUGRIFF

Auskunft, Löschung,  
Konkrete Zugriffskonzepte,  
Ausfallszenarien



Dokumentations-  
pflicht

# THYCOTIC – LEADING IN PAM



## Expertise

Fokus des Herstellers



## #1 Zufriedenheit

unter allen PAM Anwendern



## Awards

zahlreiche Auszeichnungen



## Fast and simple

Einzigartig schnell ausgerollt und integriert

#1 adoption rate

8000+ Users

96% retention rate

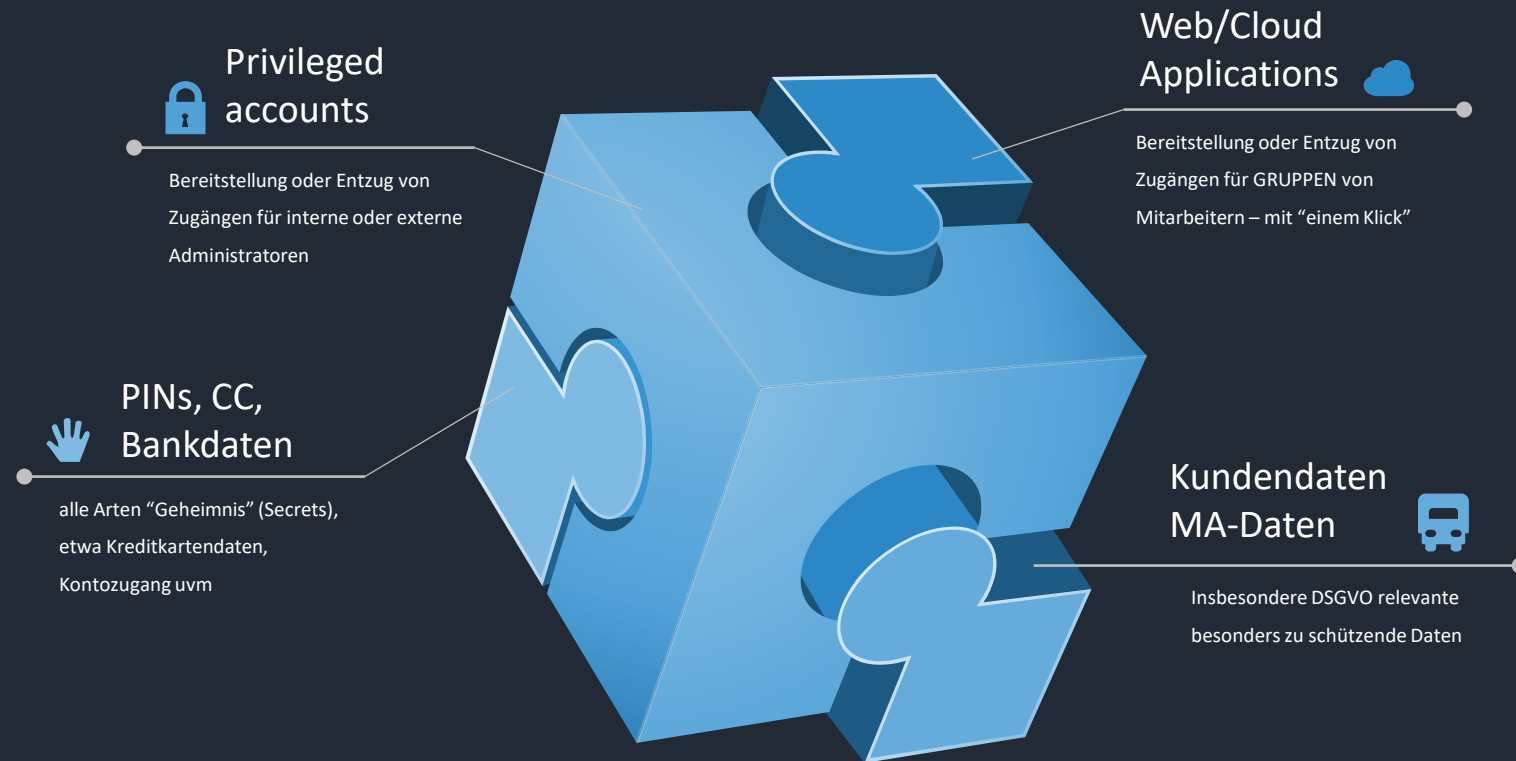
# Secret Server MSP

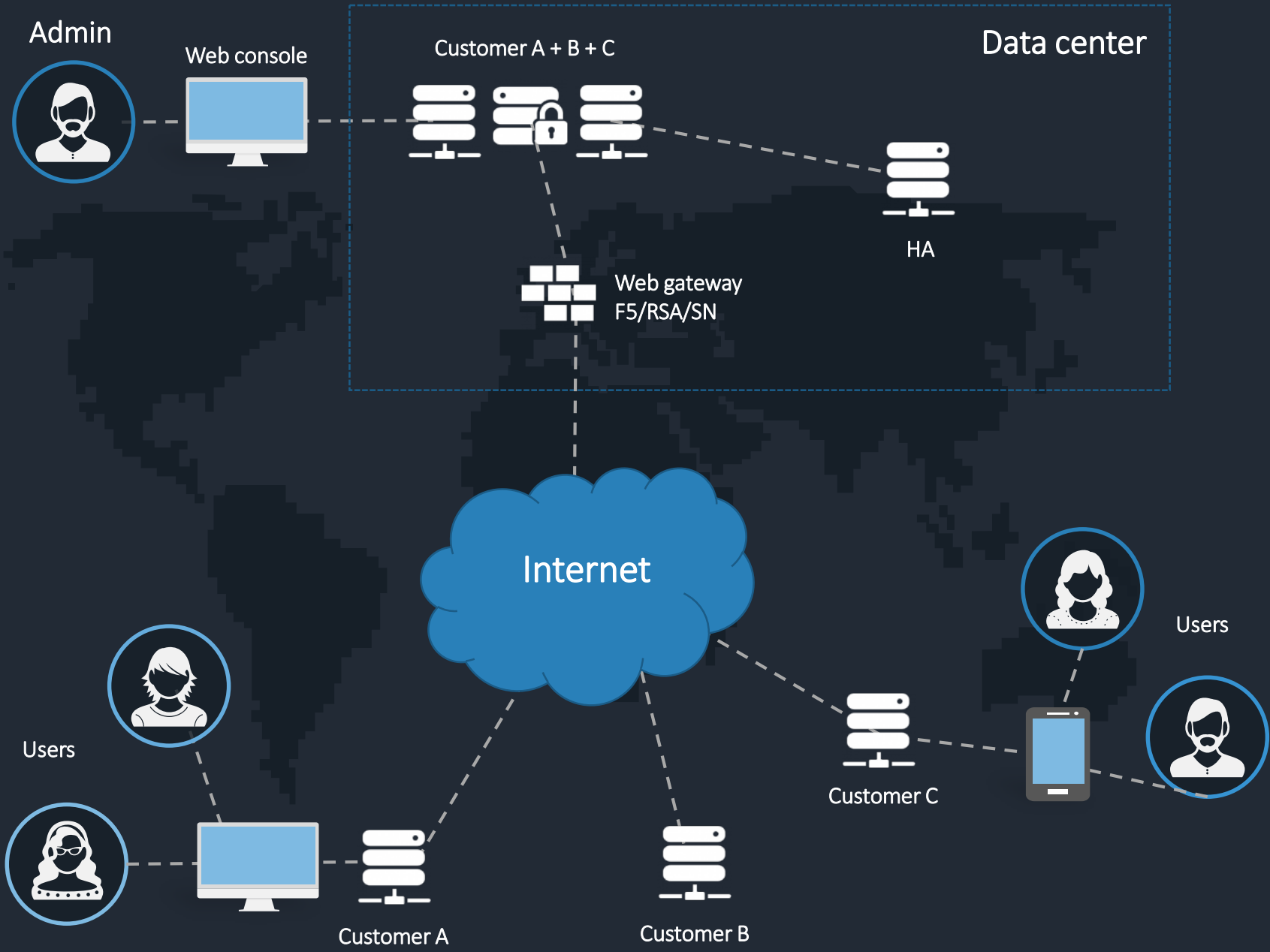


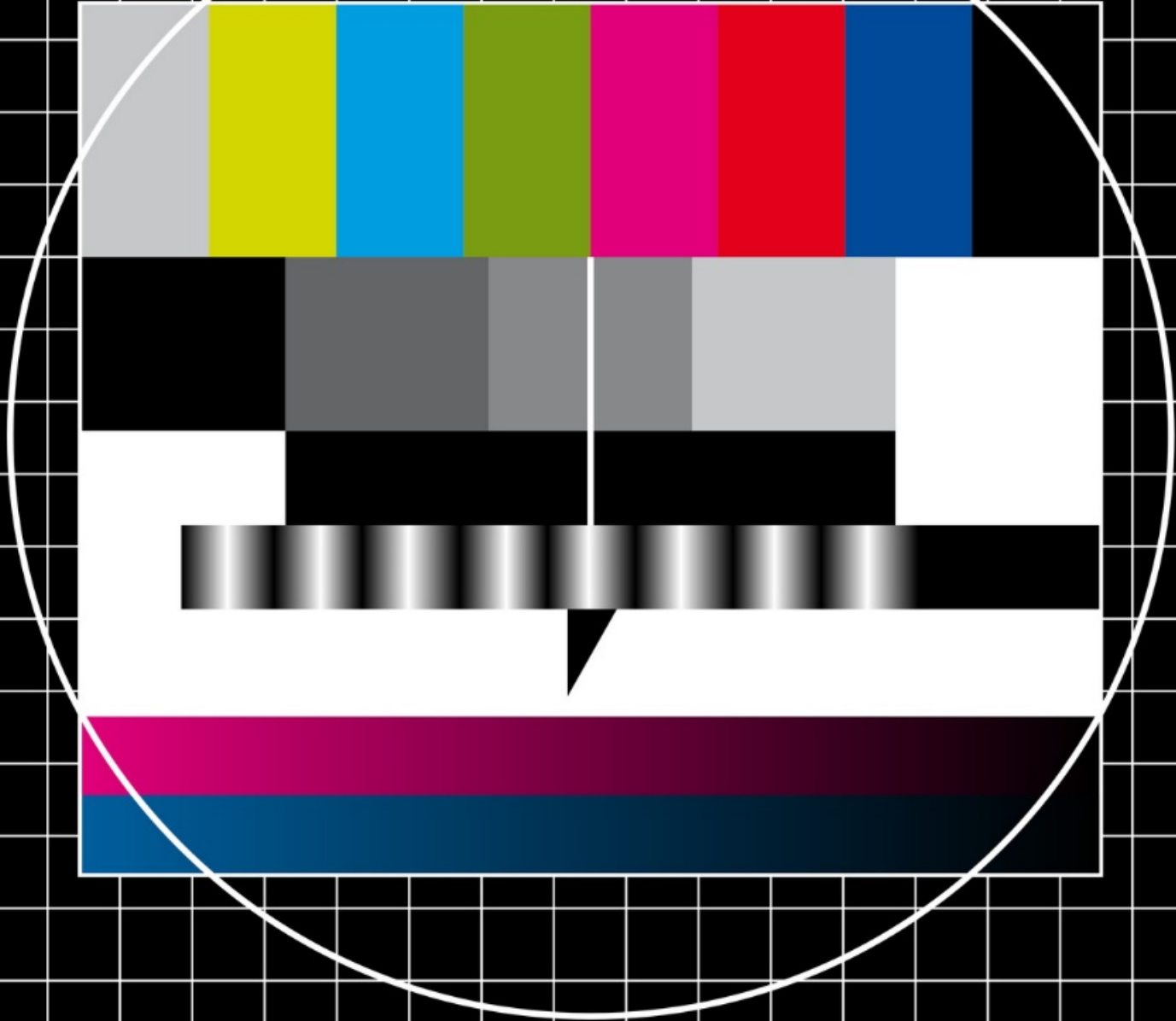
mit wenigen Schritten alle  
sicherheitsrelevanten Accounts  
bei Ihren Kunden schützen  
PLUS: Password/Secret-Safe für  
den Kunden

## Secret Server

weit mehr als nur ein Passwort-Safe











# Thycotic Secret Server for MSP's

*Pricing Model*



# Secret Server - Edition Inclusions



## Core Functionality



## Professional Edition



## Platinum Edition

### Security

- AES 256 Encryption
- Two Factor Authentication
- Role Based Access Control
- Folders & Permissions
- File Attachments
- Active Directory Integration

### Launchers

- RDP/PuTTY Support
- Web Password Filler

### Functionality

- Import / Export
- Password "Hiding"
- Auditing & Reports
- Email Notifications
- Automatic Backups
- IP Address Restrictions

### Access & Discovery

- Smartphones and Devices
- Automatic Password
- Changing for Network
- Accounts
- Heartbeat
- Discover Local and AD
- Priv Accounts

### Reports

- Dual Control
- Event Subscriptions
- Scheduled Reports
- Custom Reports
- FIPS Compliance

### Integrations

- Vulnerability Scanning
- Integration
- CRM Integration
- SAML Integration
- HSM Integration

### Session Monitoring & Control

- Proxying RDP & SSH

### Advanced Scripting

- Web Services API

### Disaster Recovery

- Unlimited Admin / Break Glass

### Discovery

- Discovery Rules
- Service Account and
- Dependency Management

### Enhanced Auditing and Reporting

- Privilege Behavior
- Analytics (PBA)

### Added Compliance

- Approval Workflow
- Request Access
- DoubleLock
- Checkout (OTP)
- Native Ticket System
- Integration

### Integrations

- SIEM Integration
- IBM z/OS Integration
- SAP Integration

### Session Monitoring & Control

- Session Recording
- Session Monitoring
- Keystroke Logging

### Unix Protection

- Unix SUPM
- SSH Key Management

### Advanced Scripting

- SDK
- PowerShell Password
- Changing
- PowerShell Dependencies
- SQL Dependencies
- SSH Dependencies
- Custom Ticket System
- Integration

### Disaster Recovery

- Clustering (HA)

# Differences between Standard & MSP



On-Premise	MSP Edition
Perpetual Licensing	Subscription Licensing
For Sale TO end Businesses	For Sales TO the Managed IT Service Providers Directly
Retail Pricing with Margins	Only Partner Pricing (All prices already include Reseller Margins)
Installed & Licensed for a single Business	Installed at the MSP and provides PAM to many other businesses as a service from one install

*\*\* Site based pricing, Annually priced. Sold to and managed by the MSP to reach end businesses who do not have local resources to manage their own Secret Server*

# Secret Server – MSP Lizenzierung

Versions & Functions

BASIC	Professional Edition	Platinum Edition
-	179 €	411 €
<i>per user</i>	<i>per user</i>	<i>per user</i>
Basic functions	Per year	Per year
Additional admins	Subscription model	Subscription model
Business users license	Minimum 5 admins	Minimum 10 admins
1 Admin = 1 Location	Available add-ons	All included
<a href="#">★ Get Add-ons</a>	<a href="#">🏷️ Get Professional</a>	<a href="#">⚙️ Get Platinum</a>

# NEW MSP Pricing



- **Change to “Per Named Admin User” pricing model as annual subscription**
  - Professional Edition starts at 179 Euros per user per annum.
- **Add “Business User” option to upsell end user access to MSPs PAM as a Service.**
  - Flat fee of 8.93 Euros per user per annum.
- **MSP Site Licenses bundled in equal to number of Named Admin Users**
  - E.g. Buy 50 named admin users and have 50 distributed engines included free to install on your customers networks!
- **Set Minimum** number of Users on first purchase
  - 5 Users for Professional
  - 10 Users for Platinum

THANKS FOR WATCHING



# Über NESTEC

Distribution mit **Persönlichkeit**



[www.nestec.at](http://www.nestec.at) | [office@nestec.at](mailto:office@nestec.at)

IT-Security und Messaging  
A- 4490 St. Florian (bei Linz), Technologiezentrum TiZ  
HR-1000 Zagreb, Balotin prilaz 5

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