# Sales Battlecard



#### **ELEVATOR PITCH**

Can you securely manage remote users getting the network access they need without compromising your entire network?

#### OFFERING DESCRIPTION

Cyolo provides your global workforce with convenient and secure access to applications, resources, workstations, servers and files, regardless of their location or the device used.

#### **BUYER ROLES**

CTO, CIO, CEO

#### **BUSINESS CASE STUDIES**

https://cyolo.io/resources/case-studies/

## **BUSINESS DRIVERS**

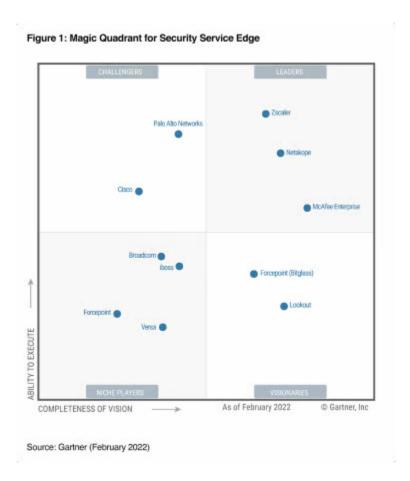
If company is still using a VPN, Cyolo offers a modern approach, eliminating unnecessary vulnerabilities.

## **CONVERSATION STARTERS**

85% of VPN users are expected to convert to ZTNA over the next 3-4 years. If you are looking to modernize your security infrastructure, ZTNA is a logical place to start.

# **COMPETITION**

ZScaler, Palo Alto, Cisco (McAfee Enterprise is whitelabeled Cyolo)



#### **DIFFERENTIATORS**

Doesn't require customer encryption keys Less network latency than competition More granular controls and policies Session recording and supervision Covers the last mile (legacy) applications Fast and easy to deploy

# **VALUE PROPOSITION / SOLUTION BENEFITS**

Stop ransomware with Zero Trust

# **PROOF POINTS/CLIENT RESULTS**

SolarEdge testimonial video

