

## **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)

Figure 1: Magic Quadrant for Security Service Edge



Source: Gartner (February 2022)

## 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](#)