

Absolute for Resellers

An introduction to partnering
and selling with Absolute



MARKET PROBLEM

IT and security professionals have a huge range of tools and technologies at their disposal to help combat data and device security risks. Though security spending is increasing rapidly, data breaches have not diminished. Recent research uncovered that much of IT security spending is done in vain due to missing or broken endpoint security agents or disabled controls. This is where Absolute comes in.

WHY ABSOLUTE

Absolute is a leader in endpoint security, providing unrivaled data and device protection to over 12,000 organizations globally. The cloud-based platform maintains a constant connection to devices, enabling visibility of an organization's entire endpoint population.

Absolute's Persistence® technology is the only security agent embedded in over 500M PCs, laptops, and tablets from Dell, HP, Lenovo, Microsoft, and other leading OEMs. This trusted solution can repair and restore any endpoint agent or control – on and off the corporate network – enabling IT and security teams complete confidence in their power to protect data, prevent breaches, and maintain regulatory compliance.

Capabilities

Persistence:	Firmware-embedded technology for unrivaled endpoint protection.
Resilience:	Zero-touch, self-healing ensures always-on, optimal security.
Intelligence:	Blind spots are eliminated, providing the ability to see and secure all devices, apps, and data.
Compliance:	Regulatory compliance is maintained by proving each security control, including encryption, is always in place and working as intended.

Benefits

Frictionless	Operates seamlessly inside the firmware of popular devices and never gets in the way of users.
No Rip and Replace	Deploys quickly. The Absolute agent is already embedded in the devices of most major OEMs and the console is cloud-based so there is little disruption.
Single Pane of Glass	Allows you to see all your devices, apps, and user activity via one cloud-based console.
Fast, Automated Remediation	Ensures security agents are present and healthy, find, freeze, or wipe a device, or execute custom actions.

SELLING ABSOLUTE

Easy to sell

- It is the only security solution that's already embedded on the endpoint.
- Forrester Total Economic Impact report confirmed Absolute delivers 146% ROI over three years, speeds incident remediation, and significantly reduces the risk of data breaches.

Complements existing solutions

- There's no rip-and-replace requirement.
- Absolute actually strengthens other security solutions and increases the ROI on them too.

Predictable recurring revenue opportunity

- Subscription license with options that support a convenient land-and-expand sales play.
- Customer renewal rates are high and expansion opportunities are strong.

Customers love it

- There's a compelling data compliance story and it has a strong value proposition in regulated industries.
- It gets consistent top marks on G2Crowd and Trust Radius.



We partner for success

Absolute has an overlay sales team that's dedicated to your success. We also provide a comprehensive toolkit to get you started:

- Online, self-paced training
- Partner collateral
- Deal registration
- Free evaluation licenses

PLATFORM EDITIONS

ABSOLUTE VISIBILITY	ABSOLUTE CONTROL	ABSOLUTE RESILIENCE
See all devices, on and off your network, and collect hundreds of hardware, software, security, usage, and geolocation data points automatically, with 365 days of historical logs.	Build on the capabilities of Absolute Visibility, and go beyond device tracking, with the ability to take remote action to remediate endpoint risks immediately with device freeze, data delete, and geofencing to detect unauthorized device movement.	Absolute Resilience covers all the features of Visibility and Control, plus the ability to remotely identify and protect sensitive data, gather precise insights, or remediate endpoint vulnerabilities. Absolute's Application Persistence® allows you to deploy zero-touch, automatic re-installation of critical security applications including: data protection, device management, endpoint protection, and VPN applications.

Read more about the features in each edition at absolute.com/platform. For assistance on specific opportunities, or determining which SKU to quote, please contact your local Absolute sales representative, or the Absolute partner team: partners@absolute.com

CONFIGURING AND QUOTING ABSOLUTE

Absolute is sold as a per-device subscription license in one-year increments. (State and local government, education, and GSA pricing available.)

To configure Absolute, determine:

	NUMBER OF LICENSES	PRODUCT	VERTICAL	LICENSE TERM
	Number of Endpoints Consider customer's entire installed base of endpoint devices	Visibility, Control, or Resilience	Corporate, SLED, or Federal Vertically focused pricing	12, 24, 36, 48, or 60 # of months
<i>Example</i>	200	Absolute Resilience	for SLED	12 month term
<i>Quote</i>	200 x 4L40J46934 (Absolute Resilience for SLED, 12 month term, Lenovo)			

Absolute is available via a variety of hardware manufacturers and distribution partners. If you do not resell hardware, you can source Absolute directly via the following North American distribution partners:



INTERESTED IN A PARTNERSHIP?

Learn more about working with Absolute: absolute.com/partners

