Sales Cheat Sheet
STAY CONNECTED: Secure Remote Access

In the last decade, **remote work** has grown considerably within public and private companies. With the spread of the Coronavirus around the world, many of our business customers have had to implement remote-work plans.

This creates a great challenge: **as the demand for bandwidth increases, so does the need for security services to protect the privacy of all your communications.**

For this reason, during this critical time, we're offering our Virtual Private Network (VPN), a solution that will allow end users to connect to the company's corporate network in a more secure way.

Pain Points

- Many business customers now need to quickly provide remote workers with secure access to internal business applications
- Businesses now need to share more confidential information with specific users over the internet, creating increased levels of risk
- Most end users do not have adequate security protections in place at their remote location

The Solution

C&W' provides the tools to help customers Stay Connected Securely. The VPN feature(capability?) included with several C&W Solutions gives customers the power to:

- Access internal applications just as if you were in the office
- Quickly provide a secure connection, ensuring all data between the head office and the remote location remains private
- Create profiles to easily manage the level of access each remote user has to corporate resources

Products

Remote access via VPN is included with the following C&W solutions
- Managed DIA
- Basic Threat Management
- Advanced Threat Management

Key Differentiators

- **Security Operation Centers –** C&W provides 24x7 monitoring and support via our Operation Centers. It frees our customers to focus on their core business
- **Service Level Agreement –** Only C&W offers customers a comprehensive and binding Service Level Agreement

Things to keep in mind:

Pricing:

- The VPN feature is free for Threat Management Customers
- Managed DIA customers are limited to 2 VPN users. To support additional users, customers will need to consider Basic Threat Management or Advance Threat Management Solution
- Two Factor Authentication is available at an additional cost (~ USD $100 MRR for 20 licenses)

Performance considerations:

- The firewalls have performance limitations. All opportunities (Excluding Managed DIA only) require Sales Engineering and CSC validation to ensure the expected service quality is delivered.

C&W Business