Overview

CionSystems is a Microsoft Gold Certified partner and leader in Identity, Authentication, Authorization and Access Management (IAM) solutions. CionSystems innovative solution offers Multifactor Authentication as a service that Enhances security, lowering management costs and increasing IT productivity.

Office Locations

Headquarters: Redmond, WA.
Other offices: Hyderabad, India.

Solution Description

Protect your Windows servers, VM's, desktops, laptops, tablets in the cloud or enterprise

Passwords security has always been a concern. That is why passwords need to be complex, frequently changed, and not reused. In today's environment even the strong passwords are not enough. Research indicates that passwords are shared, any few week old passwords becomes common. Passwords can be phished, cracked, intercepted, and guessed. Once a hacker or disgruntled employee has your password, they can access your account and cause unimaginable damage, sell the password to criminals, or even change your password and deny you access to the account!

How do you protect your servers, desktops, tablets and laptops that holds key to the kingdom and important files? You can't just rely on "password"! Add an extra Layer of security with Multi-factor authentication.

CionSystems' Multi-factor authentication solves this problem by requiring user to enter another form of credentials before allowing the access. In fact, for many types of transactions, regulations require Two-factor authentication.

Why Sell

CionSystems VARs benefit from a comprehensive suite of tools and resources before, during and after the sale including:

- Dedicated Channel Manager
- No upfront cost to Partners
- Pre-sales technical support

- Shorter sales cycle
- Webinars and training
- Excellent incentives
- Generous recurring profit margins

Target Audience/Business Need

Decision Maker- CFO, CIO, IT Directors, Owners

Users- Anyone with Windows Systems

Need- Security, Data protection, Device protection from unauthorized access.

Results- Enforces Security, safe guards data and protects device from unauthorized access.

Target Industry: Any, Cross-industry

Client Size: 1 to 500 users

Buzzwords

- Security
- Two factor authentication
- Multi factor authentication
- Data and device protection
- Windows Device lock down
- Hacking, unauthorized access
- Compliance

Top Reasons to Buy

- Simple and Easy
- Protection from hacked passwords
- Security, Data and device protection
- Solution is a service
- Affordable
- No specialized hardware needed

Out of the Box- Solutions Stack

- It is a service
- Don't need to install complicated in house services.
- Full user and company management portal

Pricing and Licensing

Solution priced per user. MSRP is $14.95 per user per month.
Partner, Volume, Educational and Gov't discounts available.

Pain Points

- ●Getting hacked
- ●Unauthorized access
- ●Data Loss including financial records

Benefits

Pain Point:
Shared password or leaked password leading to unauthorized access
Business Impact:

- ● Loosing company records including financials
- ● Risk of business disruption and loss of critical business data
- ●Audit failures

Benefit:
●Allows only specific accounts to login regardless of who knows the password!

Pain Point:
I am a small business, no one will hack

Business Impact:
●Study show that more number of small business get hacked and they typically don't survive the hack

Benefit:
●Secure the device and focus on the core business challenges

When to Engage/Discovery

- Security
- Compliance
- From partner point of view
- Add to your IT services
- Get additional recurring revenue for the life of customer
- No upfront investment

Competition

CionSystems provides one the state of the art multi-factor solution. It doesn't require any specialized hardware. We cover all offline and online scenarios. Our solutions works even when there is no network available. It works for even a one user company to large enterprises. It doesn't require Active Directory. In addition, there is no partner upfront investment. Typical competitors are

1. Yubico – specialized hardware, don't support all factors, expensive
2. Duo – requires phone and network. They combine the solution with Yubico, makes it expensive and requires specialize hardware.
3. Smartcard/Rsa token – Expensive, complicated and for large enterprises.

Additional Resources

http://www.CionSystems.com

Contact

Partner@cionsystems.com for any questions.
6640 185th ave ne
Redmond, WA-98052