



**UNITED SECURITY PROVIDERS**

**UNITED SECURITY PROVIDERS –  
YOUR PARTNER FOR SECURE  
BUSINESS.**



## WELCOME TO A SECURE FUTURE.

As a leading, established Swiss company, we offer state-of-the-art information security solutions. Our highly qualified specialists are exclusively dedicated to the diverse tasks involved in network and application security. They combine skill with Swiss quality, and ensure that international customers are able to rely on secure business processes around the clock.

### **Secure business processes protect company capital**

Our efforts are centred on providing maximum security for business processes in terms of confidentiality, availability and integrity. Solutions from United Security Providers effectively protect existing IT infrastructures whilst also providing opportunities to simplify them. This gives customers the freedom to align processes with constantly changing needs and market requirements. Flexibility also entails the safe knowledge that the company's capital – data and information – is subject to long-term, comprehensive protection. Becoming a partner of United Security Providers will enable you to provide your customers with competent support in implementing security projects, and to considerably strengthen their competitive position.

## BUILD A STRONG PARTNERSHIP WITH US.

You trust our solutions and their ongoing development. It goes without saying that you want a partner who provides you with support whilst understanding both your core business and that of your customers. In turn, we are counting on your skills and customer contacts, and your willingness to venture into and develop new business fields in partnership with us.

The United Security Providers partner program is aimed at tackling current risks experienced by your

### **Our areas of expertise**

The services offered by United Security Providers combine standardisation with individual, tailored service. We provide comprehensive protection in the following core areas:

#### **Internal network security**

Protection of corporate networks through strict access control for all end devices.

#### **Security for Web applications and Internet transactions**

Secure use of Web applications and access rules for applications and data, for instance in online banking.

#### **Security in worldwide corporate networks**

Secure, worldwide networking of company sites, mobile users and home workers around the clock.

### **National and international partnerships for success**

Our range of services is sold by means of various partner models. More information on the partner program and our existing partnerships can be found on our website at [www.united-security-providers.com/web/partner](http://www.united-security-providers.com/web/partner).

customers. At the same time, it enables you to secure your customer relationships in the long term and venture into stable new business fields.

Our flexibility and innovation enable us to implement individual projects tailored to your business model or to the needs of your customers.

## INDIVIDUAL MODELS FOR JOINT MARKET SUCCESS.

A partnership can only be successful in the long term if it is matched to the needs of the partners involved. For this reason, our partner models are as individual as you are.

### Models for a sales partnership

#### Distribution partners

You are a distributor with technical and commercial skills and support your customers in selling high-quality products and solutions in the area of application and network security. Enrich your portfolio with our Web Application Firewall or our appliances for internal network access control.

#### Value-added resellers and system integrators

Your customers place their complete trust in you. You understand their business and also provide them with advice on tackling information security challenges. If you want to carry out projects in application and network security, you need products and solutions from a specialist. Our high-quality, tried-and-tested Swiss products will help you to venture into new service areas or to build on your existing portfolio.

If required, these solutions can also be provided as a managed service that you could operate independently. For more information, please see the "Service providers" section below.

### Models for a technology partnership

#### Software and product manufacturers

You are a software or product manufacturer and

wish to protect your customers' data and business transactions with your applications and products. Our products and solutions can be integrated into your offering, and will open up additional business potential for you. We will be happy to establish the best model for collaboration, for instance an OEM partnership, together with you.

#### Service Providers

You are a managed service provider, application service provider or infrastructure service provider. You operate the systems and/or applications of your customers either totally or partially, and do so centrally in either your own or in third-party data processing centres. Our products for protection of Web applications, protection of internal networks and secure connection of company locations across the globe will offer you new business potential and increase customer retention. Our products can be integrated seamlessly into existing architectures and thus shaped to suit the individual needs of your customers. This combination enables you to achieve maximum scalability whilst differentiating yourself as a supplier.

### Models for consultants

You are an independent consulting firm that wants to be directly informed on a regular basis of trends in IT, solutions and new products. Thanks to the experience and expertise of United Security Providers, you'll always be in pole position regarding expertise in the area of current and future threats and solutions. This will help you to provide your customers with competent, professional and individual consulting in complex projects.

## THE NEXT STEP FOR YOU.

Would you like to sign up for the partner program or request a personal meeting? More information on the separate partner models and all contact details can be found on our website at [www.united-security-providers.com/web/partner](http://www.united-security-providers.com/web/partner).



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PROTECTING WHAT MATTERS.