Ipswitch Masters Series

15 minute webinars

Hosted by your Ipswitch Masters

March 7, 2019

MOVEit: 11:30 AM ET

WhatsUp Gold: 1:30 PM ET

Our Partnership – and How You Benefit

✓ We sell with You – every deal we work together has a dedicated inside sales rep partnering with you to qualify and close an opportunity.

✓ You have full access to sales resources and technical resources for demonstrations and customer meetings.

✓ Every new opportunity you bring to Ipswitch gets you a 10%+ deal registration margin.

✓ Our commitment to you is to make our partnership profitable.

✓ You have two solutions to offer to your customers:

   1. **MOVEit® Secure File Transfer**

   2. **WhatsUp Gold® Network Monitoring**

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WhatsUp Gold®
Network Monitoring

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What is WhatsUp Gold?

> Network availability and performance monitoring software solution.

> WhatsUp Gold provides:

- Complete visibility into the status and performance of applications, network devices and servers in the cloud or on-premises.

- IT teams get the control, insight and automated resolution needed to find and fix problems before users are impacted.

- Assures bandwidth is optimized for critical applications and services.

- Automates discovery, mapping, monitoring and alerting, inventory and reporting.

- On wired and wireless devices and cloud resources.

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Who is the Ideal Customer Profile for WhatsUp Gold?

- Decision makers and influencers include:

  - Network Managers

  - VPs and Directors of IT

- End Users include:

  - Network Admin

  - System Admin

- Industries: State & Local Gov, Education, Federal, Healthcare, and growing commercial companies. However, all industries with networks need this solution.

- Typical Deal Size: $8k and up

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Upgrade Opportunities for Existing WhatsUp Gold Customers

- **Application Performance Monitoring**: assures optimal service levels in critical applications

- **Network Traffic Analysis**: determine consumption of network bandwidth

- **Configuration Management**: automate and know about changes made in your network

- **VOIP Monitoring**: track performance levels and call quality

- **Virtualization Monitoring**: discover and map virtual environments from a unified dashboard

- **Scalability Pollers**: monitor up to 20,000 devices from a single interface
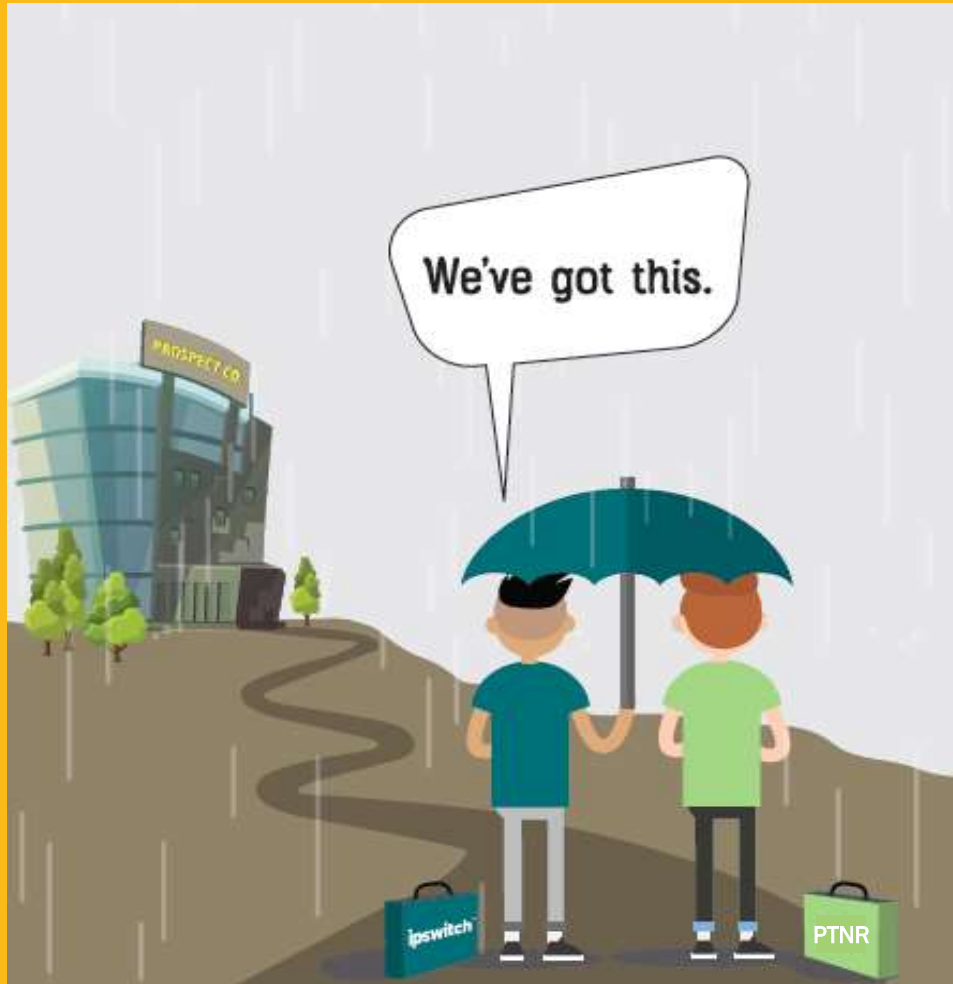
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Frank's Quick Take

A Real World Use Case

Top 3 Key Qualifying Questions for WhatsUp Gold

1. Do you have a map that shows how your devices are connected on the network?

2. Do you currently have a proactive network monitoring solution?

3. Do you have to use multiple applications to get the visibility you need?

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Don't Go Out Alone!

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Q&A

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