COMPUTACENTER AND CYBERARK

WHY THIS? WHY NOW?

WE BELIEVE...

The biggest prize in a hacker's 'success portfolio' is gaining access to critical systems and sensitive data via a privileged account and being able to move around a customer environment undetected.

Protecting what your organisation owns and values starts with making sure your privileged accounts are safe and secure.

We fully understand that some of our customers find it challenging to identify the right Privileged Access Management (PAM) application to match their specific needs, and also find it difficult to manage the service themselves to get real value from their investment.

This is where the partnership of Computacenter (industry recognised leader in IT Managed Services) and CyberArk (the pre-eminent provider of PAM capabilities) comes in.

PRIVILEGED ACCESS MANAGEMENT

Put it at the top of your security priority list.

A German Financial Institution asked Computacenter for project and operational support on a CyberArk implementation project. Once in place we positioned our managed service which, together with our Professional Services, met the customer's requirements exactly.

CASE STUDY +

A Fortune 500 Aerospace & Defence company reports that since adopting CyberArk to manage their privileged accounts and credentials, they are now more secure.

Source: Tech Validate
IT Professional, Fortune 500 Aerospace & Defence Company

IN THIS BROCHURE

PUT PRIVILEGED ACCESS MANAGEMENT AT THE TOP OF YOUR SECURITY PRIORITY LIST

HOW TO USE THIS DOCUMENT

The home icon will take you back to **'Privileged Access Management from Computacenter and Cyberark – Made Simple'**

Arrow icons jump you to the next or previous page

Close buttons will return you to the original page

Opens a new page featuring more in-depth information, commentary or opinion relevant to the page you are reading

COMPUTACENTER AND CYBERARK

KEEPING YOUR PRIVILEGED ACCOUNTS SAFE AND SECURE

Computacenter understands that the integrity of any security solution starts with making sure that privileged accounts, credentials and secrets are protected.

This is why we've partnered with one of the best providers in the market to help organisations to do exactly that. CyberArk recognises that some customers find it complex to manage their Privileged Access Management application and source the necessary skills on their own. Which is why they've partnered with an established leader in Security Services to provide strategic, optimisation and resource skills.

"With Privileged Access Management consistently a top 3 security hot topic, it's critical customers work with the very best to get the right answer. We believe PAM should be at the very top of every organisation's security priority list."

Lutz Feldgen, Head of Security Project Management, Computacenter

JOINT BUSINESS ARRANGED IN 2020 £10m+

CYBERARK CERTIFIED CONSULTANTS 35+

PARTNER STATUS PLATINUM

AWARDS
CyberArk EMEA Implementation Partner of the Year 2018
CyberArk EMEA New Client Partner of the Year 2019

INDUSTRY RECOGNITION
CyberArk is positioned as a Leader in the Gartner 2020 Magic Quadrant for Privileged Access Management

PRIVILEGED ACCESS MANAGEMENT FROM COMPUTACENTER AND CYBERARK – MADE SIMPLE

We regularly talk to customers about how we believe it's vitally important to put PAM at the top of every new security initiative. Here are some of the key reasons why.

1 PROTECT YOUR PRIVILEGED ACCOUNTS
The changing nature and increased sophistication of cyber threats means that protecting privileged access accounts **is now more important than ever before.**

2 REDUCE RISK AND IMPROVE SECURITY
Humans guarding access to privileged accounts can be costly, time consuming and not without error. The time is right to move towards greater automation and machine learning to **predict, identify, prevent, and resolve threats.**

3 DRIVE STRATEGIC BUSINESS GOALS
Getting your PAM solution choice right first time is important, as is making sure it is **correctly implemented and that you're optimising your investment.**

4 OUTSOURCED SOLUTION DELIVERING 24/7 SUPPORT
Managing and optimising PAM can be complex so why do it yourself? We provide all the skills and support you need – **no recruitment, training or ancillary costs associated with staff retention.**

WE CAN HELP WHEREVER YOU ARE WITH PRIVILEGED ACCESS MANAGEMENT

We know we need a PAM solution. **Tell me more**

We already have a PAM solution **in-house or not currently with CyberArk and Computacenter**

We have a CyberArk solution, but would **like to do more**

WE CAN HELP WHEREVER YOU ARE WITH PRIVILEGED ACCESS MANAGEMENT

No PAM solution but planning the investment? Already have a solution, just not with CyberArk? Already have the market-leading solution, but want to do more with it? **We can help.**

We know we need a PAM solution. Tell me more

Q Are you confident that access to what your organisation owns and values – privileged accounts, IP, secrets - is as secure as it can possibly be?

Q Does your organisation have the skills to design, onboard, manage, and continually maximise the potential of any investment you make in PAM?

Q Do you scan your IT systems to highlight privileged account misuse?

We already have a PAM solution – in-house or not currently with CyberArk and Computacenter

INTRODUCING

CYBERARK®

Market leader in PAM: More than half of the Fortune 500 trust CyberArk to protect their most critical and high-value assets.

A portfolio with leading-edge security capabilities created and specifically engineered to predict, identify, prevent and resolve cyber-attacks on your privileged accounts.

We have a CyberArk solution, but would like to do more

FROM A SINGLE ENGAGEMENT POINT, WE CAN HELP YOU:

Computacenter

SOURCE

We'll find you the most suitable licensing model, and provide you with help, advice and guidance into the best use cases, ROI cases, pricing and more.

TRANSFORM

We'll provide consultancy and strategy. We'll ask the right questions about your specific requirements, then develop, design and deploy the right CyberArk PAM answer.

MANAGE

We'll manage and maintain your CyberArk application via remote 24/7 support to agreed SLAs - daily checks, troubleshooting and incident management.

Engineers offer interim on-site support, including training of your team.

Remote or on-site consultancy to help extend and optimise your CyberArk application - including upgrades.

FIND OUT MORE +

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WE CAN HELP WHEREVER YOU ARE WITH PRIVILEGED ACCESS MANAGEMENT

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We know we need a PAM solution. Tell me more

Q Are you confident your PAM solution is fit for your current purpose or the best the market has to offer and able to drive and meet your particular strategic business goals and outcomes?

Q Are you confident your PAM solution mitigates risks? Do you use automation capabilities to reduce human error, speed up provisioning and optimise cost?

Q Does your PAM solution feature 'Session Recording' and Threat Analytics to make sure there have been no 'missed' security issues, and making it easy for your organisation to remain compliant?

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We know we need a PAM solution. Tell me more

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We have a CyberArk solution, but would like to do more

Q Congratulations on choosing CyberArk. But are you maximising the full potential – responding to the changing nature of cyber attacks, accounting for more of your people working remotely, seeing security as a business enabler not just a necessity?

Q Are you confident your CyberArk solution is an optimised implementation that gives you the best mitigation against cyber attacks?

Q What are you doing about finding the 'scarce' specialist skills required to manage your CyberArk application – recruitment, training and staff retention?

THERE'S SO MUCH MORE YOU CAN DO WITH CYBERARK

Computacenter

You've seen some of the commercial value of your investment in CyberArk, but…

You haven't yet used the full potential of your licences – we can help you with product optimisation, to reduce costs and improve operational reliability.

You want to make sure you're getting the best value from CyberArk – we'll feed our extensive business knowledge into yours to help you 'do the right things first' and put Privileged Access Management at the top of every security priority list.

FROM A SINGLE ENGAGEMENT POINT, WE CAN HELP YOU:

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COMPUTACENTER MANAGED SERVICES FOR PRIVILEGED ACCESS MANAGEMENT

A COMPUTACENTER MANAGED SERVICES SOLUTION, IN PARTNERSHIP WITH CYBERARK, CAN HELP YOU MEET BOTH YOUR STRATEGIC AND OPERATIONAL OBJECTIVES FOR PAM. HERE'S AN OVERVIEW.

SOURCE

We'll provide consultancy to help you get the best CyberArk license model to suit your strategic requirements and desired outcomes.

TRANSFORM

We'll provide design and architecting advice on your CyberArk solution.

We'll provide guidance as to how CyberArk can flex to meet all your use cases.

MANAGE

Product optimisation: We'll manage the application and the technology to keep your CyberArk application current and you protected.

Cost reduction: There's no need to recruit or train staff. We'll provide all the CyberArk skills you need.

Operational reliability: We'll transact licenses at a discount and release them as you scale. We'll also manage your versions and upgrades.

Reporting: Monthly service reporting – SLAs, problem management, incident management and usage.

Maintenance: We offer remote 27/4 support and an interim site support service.

CYBERARK. A LEADING PROVIDER IN PRIVILEGED ACCESS MANAGEMENT ACROSS THE ENTERPRISE

CYBERARK IS LEADING THE WAY IN ELIMINATING CYBER THREATS USING INSIDER PRIVILEGES TO ATTACK THE HEART OF THE ENTERPRISE. THEIR SERVICES INCLUDE:

DIGITAL TRANSFORMATION

- **Eliminate security gaps** across public, private, hybrid cloud and SaaS environments.
- **Robotic Process Automation (RPA).** Secure robotic process automation and the enterprise's digital workforce.
- **DevOps Security**
- **CyberArk Privileged Access Security for DevOps**
- **Business Critical Applications**
- **Keep what you own and value safe** by securing your business-critical apps and their sensitive data.

AUDIT & COMPLIANCE

- **Simplified**, cost-effective audit reporting through a single, centralised repository of all audit data.
- **Automated** enforcement of privileged access policies ensuring continuous monitoring to deliver adherence to audit requirements.
- **Complete** visibility into 'who, when and why', but also exactly 'what' took place during the privileged session.
- **Seamless** user experience for privileged users, with no need to re-enter privileged credentials.
- **Reduced** cost of ownership with a single platform and management functions.

SECURITY & RISK MANAGEMENT

- **Remote Vendor Access Security:** Secure, manage and monitor privileged access to meet guidelines.
- **Insider Threat Protection:** Control and monitor privileged access to minimise the risk of insider threats.
- **Industrial Control Systems Security**: Industrial control systems are a high value target for cyber attackers.
- **Just-in-time Privileged Access:** Provide the right access at the right time for the right reasons.

LET'S TALK

To find out more about how Computacenter and CyberArk can help you protect what you own and value with Privileged Access Management capabilities and services, please contact:

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	+44 (0) 7834 650 509
CyberArk	marketing.uk@cyberark.com
	+44 (0) 7375 088 684

ABOUT COMPUTACENTER

Computacenter is a leading independent technology partner, trusted by large corporate and public sector organisations. We help our customers to source, transform and manage their IT infrastructure to deliver digital transformation, enabling users and their business. Computacenter is a public company quoted on the London FTSE 250 (CCC.L) and employs over 16,000 people worldwide.

www.computacenter.com

CASE STUDY: FINANCIAL INSTITUTION

A German Financial Institution asked Computacenter for project and operational support on a CyberArk implementation project. Once in place we positioned our managed service which, together with our Professional Services, met the customer's requirements.

THE BACKGROUND

The business lacked the appropriate CyberArk expertise to manage the application and wanted on-site operational support during the implementation phase and beyond.

HOW WE HELPED

The PAM service provides remote operation of the customer's own CyberArk infrastructure, where we deliver incident and request management services and carry out regular configuration updates and apply security patches.

With our Professional Services colleagues having already taken over the implementation project, it was easy to demonstrate our new PAM capabilities to the customer. Our offering had many advantages, including a scalable remote managed service, SLAs for service delivery, native language speaking employees, and an understanding of the customer environment gained from the work our PS teams had already undertaken.

The service is delivered using the customer's own ticketing tool and their existing ITIL processes. Upgrades and expansions to the initial CyberArk implementation are offered separately as paid project work and are carried out by our Professional Services colleagues.

POSITIVE OUTCOMES

With our Packaged Services, the business now receives excellent professional services and an SLA-based managed service for their entire CyberArk environment. The solution can be extended to other entities within the parent company.

"The winning team did a great job. Professional and Managed Services worked hand in hand, and together they inspired the customer to take the full scope of service from our new Privileged Access Management Packaged Service, or PAM. With this newly developed Managed Service (complete with SLAs) we are able to support a security technology that is critical to the customer."

Lutz Feldgen, Head of Security Project Management, Computacenter

WHAT THE ANALYSTS HAVE TO SAY:
CYBERARK IS POSITIONED AS A LEADER IN THE GARTNER 2020 MAGIC QUADRANT FOR PAM

CUSTOMER RECOGNITION

CyberArk is proud to announce it has been named a Leader in the Gartner 2020 Magic Quadrant for Privileged Access Management, positioned highest in 'ability to execute' and furthest in 'completeness of vision'.

"CyberArk is a great company that provides security for critical accounts."

IT, Security and Risk Management, Finance
Gartner 2020 Magic Quadrant for Privileged Access Management

CyberArk recognised for exceptional product, innovation and market leadership by KuppingerCole.

The overall PAM leader for 5th year in a row. The most innovative PAM solution on the market today.

ITKuppingerCole Analysts Leadership Compass