



Novell® PartnerNet® Specialization: Identity and Security

Growth. Profit. Success. Certify as a Novell® PartnerNet® Identity and Security specialist and enjoy the rewards of being a valuable, strategic business consultant for our mutual customers.

Grow. Profit. Succeed.

At Novell, we are committed to providing our partners with the tools and resources you need to focus your skills, and to delivering the training, sales leads and marketing materials to help you succeed. The main vehicle through which we help you achieve these goals is specialization. As a Novell PartnerNet Identity and Security specialist, you can concentrate on the areas of interest that match your customers' business practices. In addition, our specialization programs focus on what makes the most sense for your unique business and what will enable you to differentiate yourself and increase your market share.

When you specialize with Novell, you can use your market knowledge and expertise to help your customers discover how our Identity and Security solutions can build trusted environments that address identity, compliance and security challenges. We reward the value you provide by:

- *Enabling your growth*
- *Investing in your profit potential*
- *Accelerating your success*

Identity and Security Solutions from Novell

As a Novell PartnerNet Identity and Security specialist, you can help your customers build trusted environments that allow them to conduct business as usual, ensure policies are being enforced and that regulations are being met. Specializing enables you to become the ultimate service provider, helping your customers to manage identities, automate provisioning, manage access to applications, and enforce and prove regulatory compliance. No matter what identity and security challenges your customers face, Novell has the solutions you need to help them succeed.

Identity and Access Management

Combining your services capabilities with Identity and Access Management solutions from Novell can help your customers cost-effectively and easily manage their entire identity infrastructure. In addition, our solutions enable your customers to securely control who has access to mission-critical applications to improve productivity, automate provisioning, lower costs, mitigate risk, support regulatory compliance and increase agility.

■ Solutions: Identity and Security

At Novell, we're committed to driving mutual success with our partners. Imagine what's possible when we make IT work as one together.



Compliance Management

Compliance Management solutions allow you to help your customers demonstrate compliance with both internal and external regulations, while reducing costs and freeing resources through their ability to:

- Centrally implement compliance policies and automate their enforcement
- Manage and mitigate risk in the businesses
- Monitor compliance in real time
- Reduce the cost of compliance
- Improve internal and external transparency
- Automatically alert administrators

Security Management

Security Management solutions from Novell give your customers security information and event management (SIEM) services that keep their systems secure, while reducing cost and effort through:

- Automated real-time active monitoring, tracking, reporting, escalation and response to security incidents and policy violations
- A centralized event source management Improved security metrics
- Sophisticated pre-analysis
- Linking of security events to user identities

Is This Specialization for You?

An Identity and Security specialization enables you to help your customers simplify business governance and mitigate risk while ensuring compliance. With this specialization, your

customers can eliminate manual processes, control access management costs and reduce the risk of security vulnerabilities.

This specialization is also a good choice if your company would like to partner with Novell on the Gold or Platinum level and wants to align with Novell go-to-market strategies to increase revenue. Specializing with Novell allows you to enjoy the benefits of being a valuable, strategic business consultant. It also allows you to take advantage of our promise to help you enable your growth, invest in your profit potential and accelerate your success. If you are actively seeking new programs that will complement and expand your business focus, and can demonstrate a proven sales history, competency and expertise, appropriate resources, or leadership in identity and security, follow the next steps below.

Next Steps for New and Existing Partners

If you are interested in becoming a Novell partner, visit www.novell.com/partners to learn more and apply online. If you are an existing Novell partner, visit www.novell.com/partners to learn more about PartnerNet Specialization benefits and requirements. Take advantage of a Novell PartnerNet Identity and Security specialization and a comprehensive partner program from Novell that enables your growth, invests in your profit potential and accelerates your success.



Contact your local Novell Solutions Provider, or call Novell at:

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