



# Novell® PartnerNet® Specialization: Identity and Security Management

Lock up. Stand out. Promote yourself. Specialize in security and identity solutions from Novell®. Certify as a Novell PartnerNet® Identity and Security Management Specialist and you will know how to automate and validate your customers' business policies and processes, helping them meet their governance, risk management and compliance goals.

### Rise Above the Rest

Specialization differentiates you from other Solution Providers and makes it easier for new customers to find you. With your Specialization listed in the Novell Partner Locator, customers can quickly identify you as a security, identity management and compliance expert.

Both sales and technical certifications are required to earn your Specialization. These requirements assure customers you can provide the high-quality solutions they expect.

Specializing lets you focus on your skills as a Solution Provider, while Novell provides the focused training, sales leads and marketing materials to help you succeed. This market focus also helps you develop repeatable business practices and demand-generation activities, resulting in lower business costs and shorter sales cycles.

### Is This Specialization for You?

An Identity and Security Management Specialization is for you if:

#### Your Customers

- Are concerned about regulatory compliance
- Want to reduce security administration costs
- Need access control, provisioning, auditing or password solutions

#### Your Business

- Seeks a Gold or Platinum partnership level with Novell
- Can demonstrate success with a security and identity management practice, including customer references
- Realizes the growing demand for policy-based security solutions
- Wants to align with Novell go-to-market strategies to increase revenue

### ■ Solutions:

Novell PartnerNet



“Regulatory compliance was the No. 1 driver for a user-provisioning implementation in the past 18 months, and it will continue to be for the next 24 to 36 months. The need to reduce security administration costs and make operations more efficient are the next common two drivers.”

*IDC, Worldwide Identity and Access Management Forecast  
August 2006*

“Identity and Access Management projects are much more than technology implementations. They have real business value by reducing direct costs, improving operational efficiency and enabling regulatory compliance.”

Gartner

[www.novell.com](http://www.novell.com)

## Novell Products for This Speciality

As a Novell PartnerNet Identity and Security Management Specialist, you can use the following Novell products to build comprehensive security solutions:

- **Novell Identity Manager:** *Provisioning and user account management*
- **Novell Access Manager:** *Authentication and Web access control*
- **Novell SecureLogin:** *Client-based single sign-on*
- **Novell Sentinel™:** *Real-time monitoring and event management*

## Your Next Steps

### Novell Solution Providers

1. Visit [www.novell.com/partners](http://www.novell.com/partners) to learn more about PartnerNet Specialization requirements and benefits.
2. Make sure your partner profile and contact information are up to date.
3. Earn the required sales and technical certifications.
4. Start building a more rewarding partnership with Novell today.

## New Partners

1. Visit [www.novell.com/partners](http://www.novell.com/partners) to learn more about PartnerNet.
2. Apply online to join PartnerNet and enjoy the benefits of partnering with Novell while helping your customers manage, simplify, secure and integrate their technology environments with open standards-based software.

## Who Uses Identity and Security Management Solutions from Novell?

Aegis Media, AIG, Alegen Health, Ameren, Brasil Telecom, BT, Catholic Healthcare West, CSC, Dell, DETE, Furukawa Electric, GEHE, Grainger, Honeywell, Humana, Lowe's, MARS, Miyazaki Prefectural Office, National Institutes of Health, Pfizer, QUALCOMM, RadioShack, Royal Canadian Mounted Police, Safeway, SunTrust, Synovus, Telecom New Zealand, Time Warner Cable, Toyota, UMB, US Bancorp, *The Washington Post*, and many others.

Get more customer references at:  
[www.novell.com/success](http://www.novell.com/success)



For general information, contact your local Novell office, or call Novell at:

1 800 714 3400 U.S./Canada  
1 801 861 1349 Worldwide  
1 801 861 8473 Facsimile

For questions on the Novell PartnerNet for Solution Providers program, visit our Web site at: [www.novell.com/partners/solution](http://www.novell.com/partners/solution) or contact us here:

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