



***Progress Masters Series***  
***15 Minute Webinars***  
***Hosted by your Ipswitch***  
***Masters***

# The Summer Series – No Homework!

Prospecting  
*Today*

Driving to Discovery  
*July*

Building Pipeline  
*August*

Final Exam  
*September*





# Housekeeping

# Prospecting into New Accounts – Best Practices

*Presented by:*

*Joe McNamee*

*Director and Master, MOVEit North America*



# Prospecting like a MOVEit Master

## ❑ The Ideal Customer Profile - **Who are they?**

- ✓ Decision Makers: CIO, CISO
- ✓ Influencers: VP | Director | Manager of IT

## ❑ The Buying Organization – **What do they look like?**

- ✓ Any company that has a need for security and compliance
- ✓ Hospitals, banks, credit unions, law offices ...
- ✓ Healthcare, Financial Services, Public Sector



## ❑ The List

- ✓ LinkedIn – LinkedIn Navigator
- ✓ Discover.org



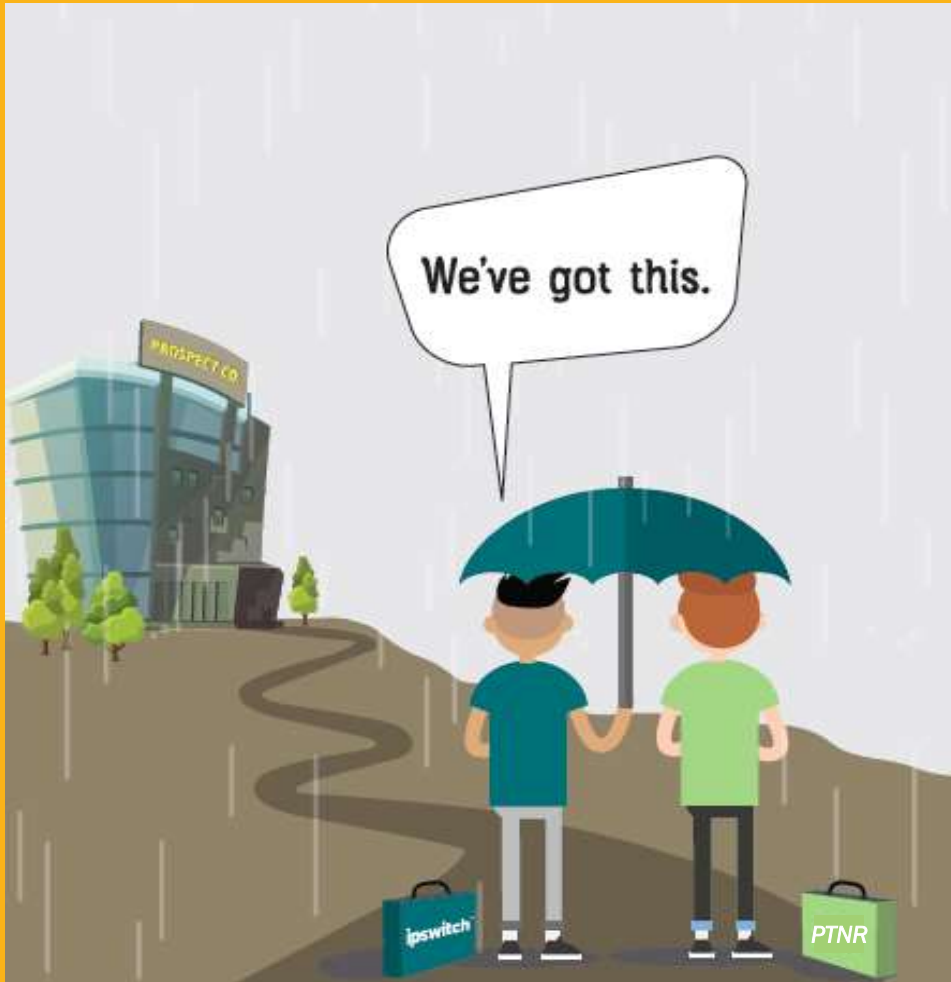
# Prospecting Like a MOVEit Master

- ❑ The Pitch – Complex, regulated environment doing business today...



- Do you have a need for complete visibility from the time you hit SEND to when it is received? End-to-end encryption
  - Do you need to adhere to security and compliance regulations?
  - Do you have a need to send sensitive information electronically today?
- 
- ❑ If they say **yes** to any of these questions... Call or email us:
    - ✓ Joint Selling
    - ✓ Demonstration Resources
    - ✓ Deal registration

# Don't Go Out Alone!



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# ■ Q&A



# RAFFLE TIME!

