



Ipswitch Masters Series 15 Minute Webinars

Hosted by Your Ipswitch WhatsUp Gold Master
Frank Metcalfe

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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**



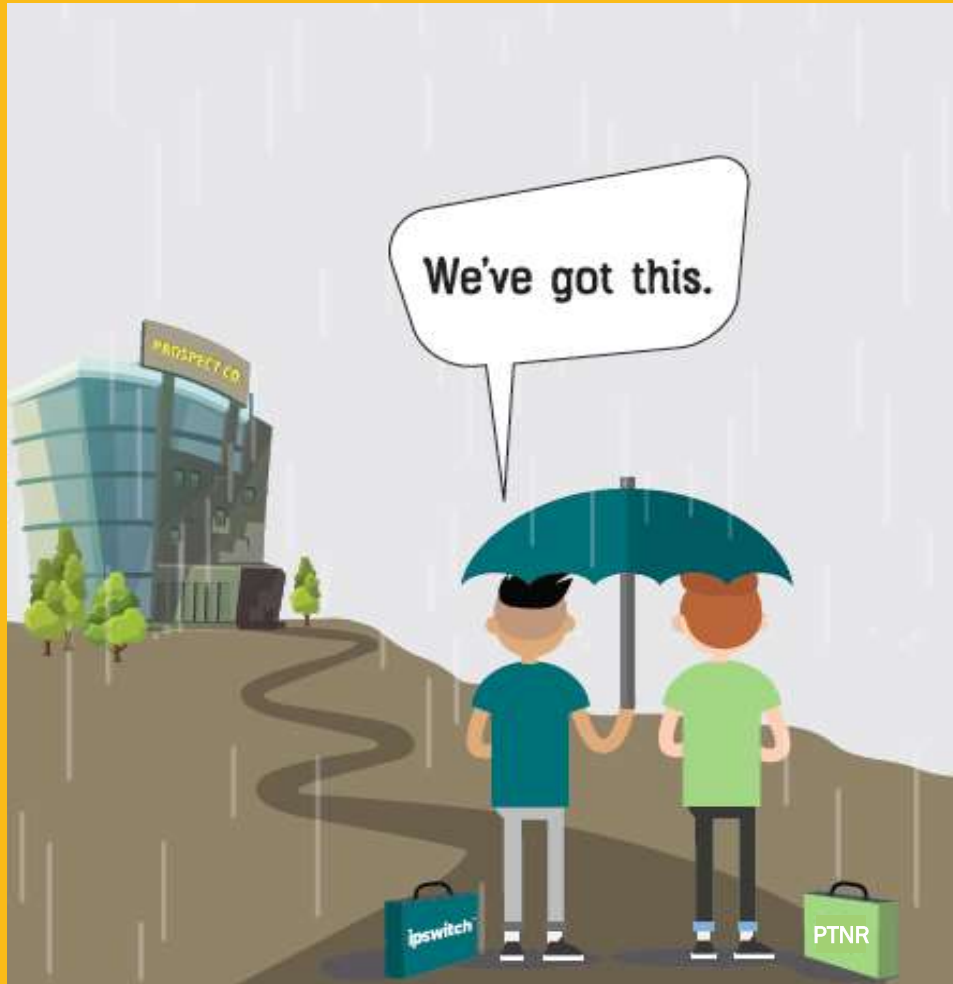
WhatsUp Gold 2019 Enhancements

- › NTA Reputational Database Check to visualize suspicious traffic
- › Custom Maps Snap-to-Grid for easier map creation
- › Activity Status Bar for real-time visibility into your network
- › Configuration Management – compare your changes for easier analysis & visibility



Anatomy of a WhatsUp Gold Deal

Don't Go Out Alone!



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Q&A