



Ipswitch Masters Series
15 Minute Webinars
Hosted by your Ipswitch Masters



May 2, 2019

WhatsUp Gold: 1:00 PM ET



IPSWITCH MASTERS SERIES

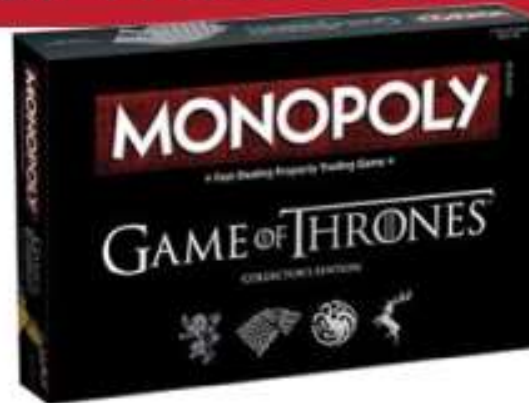
15 MINUTE WEBINARS

HOSTED BY YOUR IPSWITCH MASTERS



GAME OF THRONES EDITION

**3 Lucky Winners
Will Receive**



**A Collector's
Edition GoT
Monopoly Set**

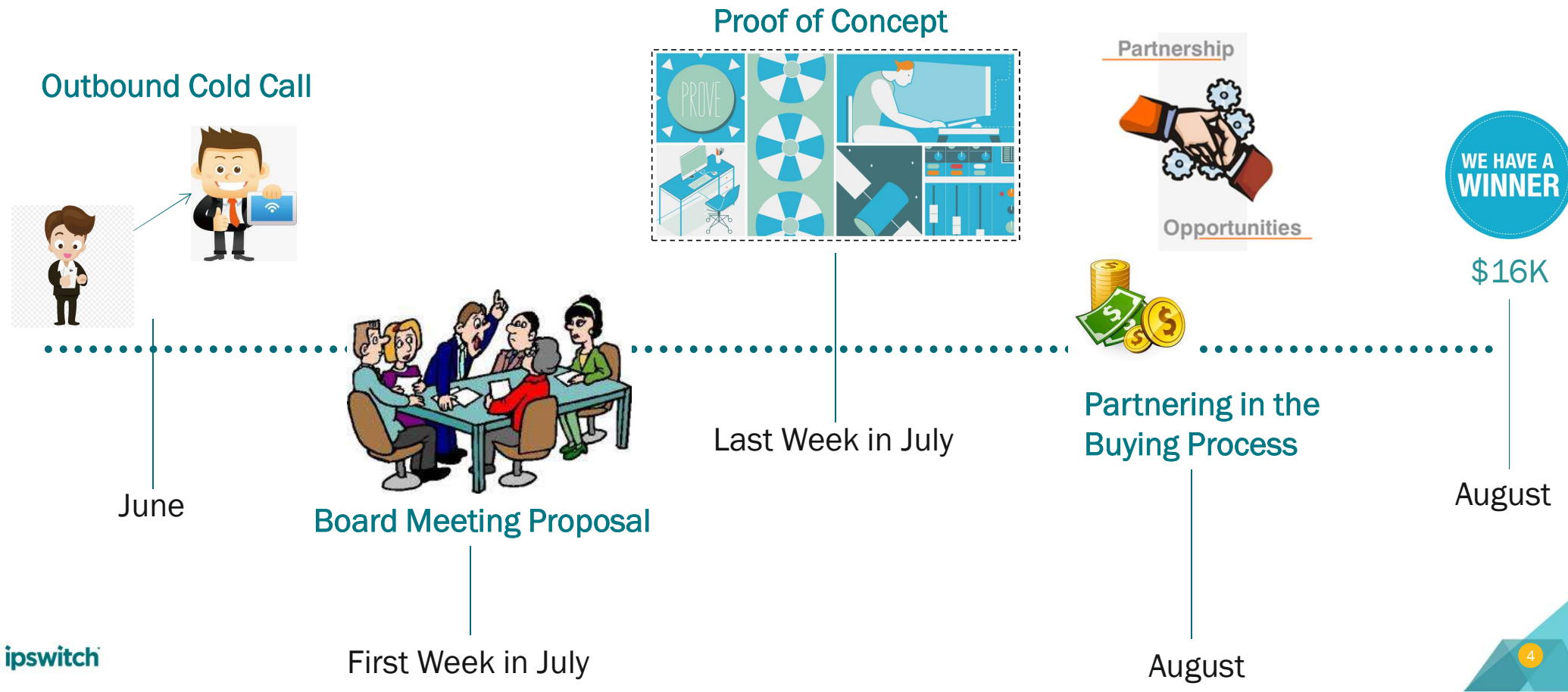
GoT (Get our Technology) Topic: How to Break into New Accounts with Whatsup Gold®

Presented by:
Georgia Apinian
Account Executive and WhatsUp Gold Master



Breaking into the Account - The Perfect Partner Opportunity

Customer: High Acuity Telehealth Services Provider – providing monitors in the ICU and emergency rooms.



In Summary ...

- › WhatsUp Gold doesn't just monitor a typical infrastructure of network gear and services.
- › WhatsUp Gold can monitor any device that has an IP Address and/or supports industry standard credentials.
- › In this example, the prospect had a list of all their devices and was able to quickly import them into WhatsUp Gold and start monitoring.
- › With the assistance of the partner and their relationship with and knowledge of the customer, I was able to penetrate the account further and identify the buyers directly – optimizing the purchase process and reducing the sales cycle.

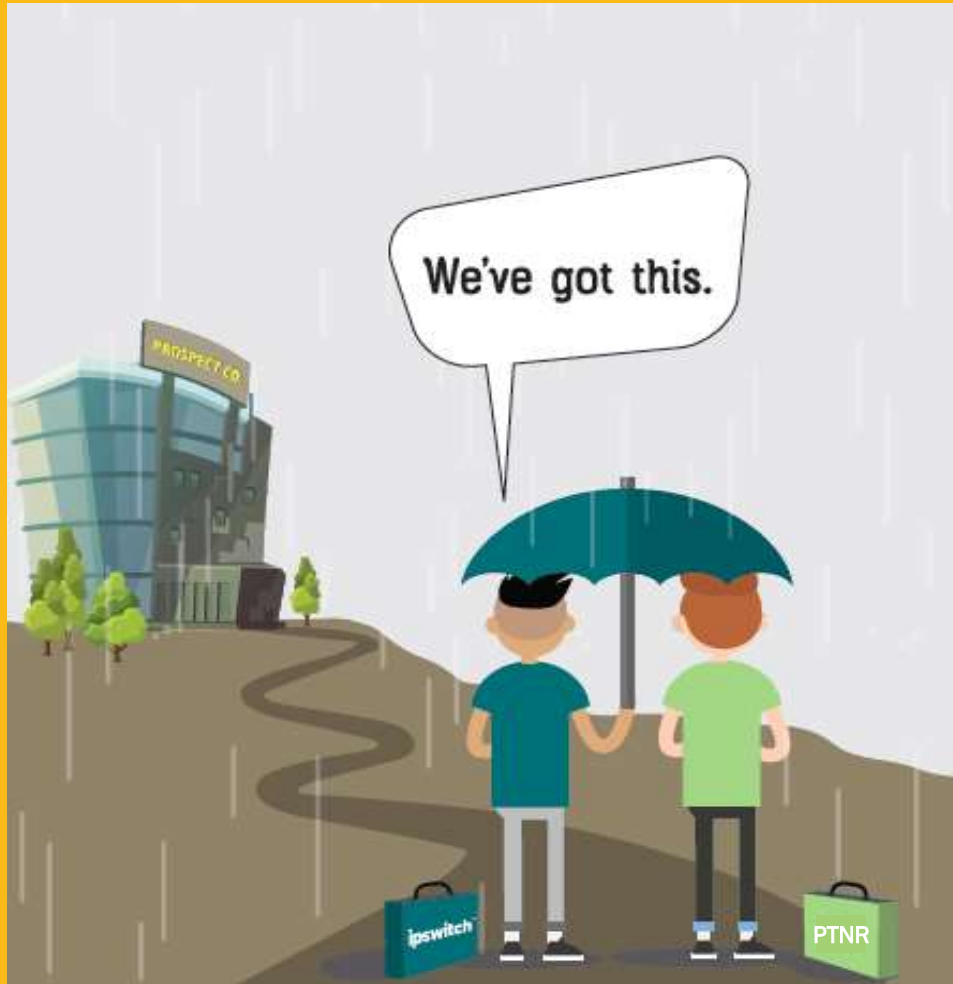


Our Partnership – and How You Benefit

- ✓ 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**



Don't Go Out Alone!



ipswitch



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Q&A



RAFFLE TIME!!!

Will Receive



Monopoly Set