

# TALKING THALES

## The Headlines October 2022

Thales is an official Champion of #CybersecurityAwarenessMonth. You too can #BeCyberSmart and find out more about how Thales is making it easy for your customers to stay safe online. Keep an eye out for their dedicated blogs during October.

Additionally this month, Thales has launched a 'Special Edition' Partner Campaign in a Box for you to activate. [Access it here!](#)

In our mission here to #BeCyberSmart, this month's newsletter focuses heavily on cloud security. Read on for info, news, campaigns and resources to help you secure your customers' organisations with Thales.

## Featured Podcast

We have a brand-new podcast for you! In this episode, find out what every partner needs to know about Thales, from bank cards, passports and planes to the biggest opportunities not to be missed with Thales Data Protection and Identity & Access Management. Don't forget to subscribe for more Talking Thales. This podcast features guest speakers Denis Ferrand-Ajchenbaum, Senior Vice President, Global Business Development & Ecosystems at Exclusive Networks, and John Polly, Vice President, Global Channel and Alliances at Thales.

Listen via:

APPLE SPOTIFY AMAZON MUSIC

## What's New With IAM?

### Safenet Trusted Access Customer Usage and Satisfaction Patterns Paper

Download this paper to understand the findings of a customer satisfaction survey conducted among Thales SafeNet Trusted Access customers by TechValidate in 2022. It provides insights into how Thales customers are using SafeNet Trusted Access, their security concerns and the business and security outcomes they have achieved as a result of using the platform.

[DOWNLOAD THE PAPER HERE](#)

### Thales closes acquisition of OneWelcome

The OneWelcome acquisition is a transformational moment for the Thales IAM business and strategy, enabling Thales to create a global leader in Customer and Workforce IAM. The combination of the Thales and the OneWelcome platforms will enable Thales to deliver a differentiated value proposition with One Platform for Every Identity. The upside for our partners' business is significant as the IAM market is one of the fastest growing markets in cybersecurity with the CIAM segment growing even faster.

[FIND OUT MORE](#)

## What's New With Data Protection?

### Data Protection On Demand - Great for MSPs!

Data Protection On Demand is a cloud-based platform that provides a wide range of on-demand key management and encryption services through a simple online marketplace. With Data Protection on Demand, security is made simpler, more cost effective and easier to manage because there is no hardware to buy, deploy and maintain. Customers just click and deploy the services they need, provision users, add devices and get usage reporting in minutes.

Together we can help you package Thales solutions into an unbeatable offering for your customers. Just look at all the benefits -

- Zero upfront investment
- Cloud agnostic
- Up and running in less than 5 minutes
- OpEx only usage-based billing
- SLA On Demand - 99.95% availability
- Automatic failover included
- Key backups are automatic
- Key and crypto operation metrics and reporting
- Elastic, automatic scaling
- Low TCO
- Unrivaled peace of mind

Please note that DPoD pricing will be moving from net to list on November 7th, 2022. As a consequence of this change there will, for the first time, be a published list price for products offered from the DPoD platform. First line support from Thales will be included with all DPoD services. You can find a new set of channel discounts on the [Partner Portal](#). Existing end user contracts and pricing will remain unchanged.

If you are a partner interested in integrating Data Protection on Demand into your solutions, we offer technical, marketing, and business development support.

For more, watch the DPoD in 5 video series!

[WATCH NOW](#)

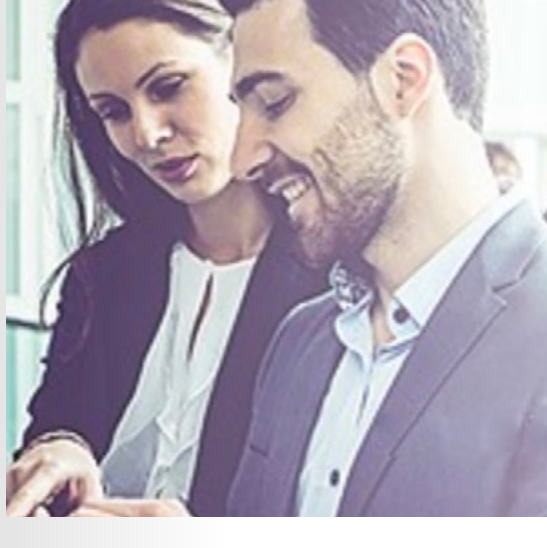
### Partner Updates

Join your regional Channel Programme Managers for essential Thales Accelerate Partner Network (TAPN) Quarterly Programme Updates:

[ONDEMAND - EMEA](#)

[ONDEMAND - AMER](#)

[ONDEMAND - APAC](#)



## Other News

Check out the 2022 Thales Access Management Index. Thales findings show that confidence in addressing the security challenges of hybrid work among businesses is improving.

- 84% of IT professionals have some degree of confidence in their user access security systems to enable remote work securely and easily, up from 56% in 2021
- IT professionals with very high concerns about the security risks of remote work decreased to 31% from 39% in 2021
- Multi-Factor Authentication adoption increasing internally but still not used by a significant majority of businesses worldwide

[READ MORE](#)

## Featured Campaigns

### Cloud Security Partner Campaign in a Box

Leverage the cloud without giving up control. The cloud offers organisations many benefits including scalability, cost-savings, and improved collaboration. However, data breaches in and from the cloud are a real risk due to operational complexity caused by using many cloud providers.

This campaign aims to attract new customers, and nurture existing customers by promoting Thales as the worldwide leader in data and software protection.

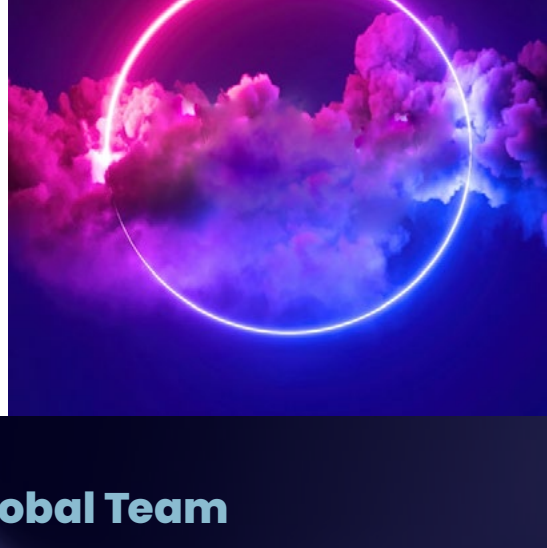
Thales has produced a wealth of assets to help partners build pipeline, from emails, whitepapers and podcasts to social content, infographics, reports and free trials.

[DOWNLOAD THE CAMPAIGN PLAYBOOK TO GET STARTED](#)

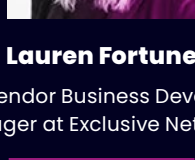
### Keep checking the Thales Accelerate Partner Portal

Here you'll find access to all channel content, deal registrations & more!

[VISIT THE PORTAL](#)



## Meet the Global Team



**Lauren Fortune**

Global Vendor Business Development Manager at Exclusive Networks

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**Vanessa Cardwell**

Global Vendor Marketing Manager at Exclusive Networks

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