

An Innovative Differentiated Solution from a company you can trust!



What to Sell

New Tanium Customer 1,000- <10,000 Endpoints

- Tanium Endpoint Management
- Tanium Endpoint Security
- Tanium Endpoint Management & Security

Your customers best value is in one of our bundles.

Our Bundles

Tanium Endpoint Management

An easy-to-use, automated, fast and flexible single pane of glass for managing your endpoints to improve IT hygiene.

- Asset Discovery & Inventory
- Software Management
- Patch Management
- Vulnerability Management

Tanium Endpoint Security

Quickly find and fix security incidents through an easy-to-use, automated, single pane of glass to reduce risk and mitigate disruption.

- Incident Response
- Vulnerability Management
- Configuration Management

Tanium Endpoint Management & Security

Improve IT hygiene, meet compliance standards, and mitigate future disruptions by confidently managing, maintaining, and securing your endpoints.

- Asset Discovery & Inventory
- Software Management
- Patch Management
- Vulnerability Management
- Incident Response
- Configuration Management

Conversation Starters

- Quickly obtain visibility and control across your environment to establish a single source of truth about the state of endpoints that IT operations and security teams can rally around.
- Investigate and remediate security incidents with precision and speed to reduce the impact on the business.
- Improve IT hygiene, meet compliance standards, and mitigate risk of future disruptions by confidently managing and maintaining the health of endpoints.
- Eliminate point tools to reduce costs and accelerate the productivity of timestrapped IT teams. Be operational in a matter of minutes.

Challenges

- Struggle with time and resource constraints
- Need to control, optimize and reduce costs
- Lack a single source of truth about the state of their endpoints
- Have no capacity to solve IT issues quickly
- Spend as much time keeping tools up to date as they do using them
- Wish they had fewer vendors to manage
- Suffer from security alert fatigue
- Face potential exposure to cyber threats and vulnerabilities
- Experience breaches they're not prepared for

Perfect Opportunities

- Lack of a single source of truth about the state of their endpoints
- Difficulty managing existing tools - spending as much time keeping tools up to date as they are using them
- Security alert fatigue
- Experienced a breach or not prepared for a future breach
- Potentially exposed to active cyber threats and vulnerabilities
- Frustrated by deploying too many vendors

Key Capability	Tanium Approach	Point Solutions
Asset Discovery & Inventory	Tanium provides complete visibility and control of all managed and unmanaged hardware and software assets using the speed of Tanium's communication architecture.	<ul style="list-style-type: none"> • Microsoft SCCM • Ivanti • HCL BigFix
Configuration Management	Tanium assesses, reviews, and enforces configurations and compliance policies across all endpoints to improve completeness and accuracy of data.	<ul style="list-style-type: none"> • Microsoft SCCM • Ivanti • HCL BigFix
Software Management	Tanium customers can quickly install, update, or remove software at scale across their organization as well as maintain software and OS updates on all endpoints.	<ul style="list-style-type: none"> • Microsoft SCCM • Ivanti • 1E
Performance Monitoring	Tanium proactively monitors, investigates, and remediates endpoint performance issues to help organizations improve end-user experience.	<ul style="list-style-type: none"> • Nexthink • Lakeside Systrack • Riverbed Aternity
Patch Management	Tanium simplifies and accelerates patch management by managing and reporting on OS patches on every endpoint to reduce risk and improve IT hygiene.	<ul style="list-style-type: none"> • Microsoft SCCM • HCL BigFix • Ivanti
Application Dependency Mapping	Tanium discovers all dependencies between applications in real-time and diagnoses issues to understand what will happen if a server is decommissioned.	<ul style="list-style-type: none"> • BMC Helix • Device24 • ScienceLogic
Data Risk & Privacy	Tanium quickly searches for sensitive data across endpoints to meet compliance mandates.	<ul style="list-style-type: none"> • Varonis • Broadcom Symantec • Digital Guardian
Vulnerability Management	Tanium provides a complete and accurate view of endpoints to identify risk through vulnerabilities, misconfigurations, and unsanctioned file changes.	<ul style="list-style-type: none"> • Qualys • Tenable • Rapid7
Incident Response	Tanium detects, investigates, and remediates threats with automated, proactive, and real-time data.	<ul style="list-style-type: none"> • CrowdStrike • Microsoft ATP • Carbon Black