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Gradian Systems Ltd.

Gradian Grows Encryption as a Service Sales Pipeline with Symantec ExSP Program

The Symantec ExSP Program is playing a vital role in Gradian's continued growth, with Symantec acting as the core technology platform behind Gradian's pioneering cloud-based encryption security services. This preeminent U.K. based provider of IT security solutions is using Symantec PGP technology as part of a suite of managed security (SaaS) offerings to help customers cost-effectively benefit from best-in-class encryption and data protection technology. Drawing on the globally respected Symantec brand, the company's technical resources and sales support, Gradian is increasing pipeline revenue and satisfying the needs of an increasing number of customers looking for scalable, low risk data security.

There are so many media stories about laptops being left on trains that it is surprising there is any room left for passengers. Mobile computing - whether it is on a train, a plane, or at home - may be great for productivity, but the threat remains of the data being lost, stolen, or misused in some way. As more and more staff work remotely, it is becoming more important than ever to defend the data that sits on users' laptops and other devices.

However, austerity reigns. Organizations - especially small and medium sized ones - are cautious about making large capital investments in security technology, tying up large capital sums in hardware, software, and support. Instead, they are looking for a more flexible, low risk model: in other words an on-demand security solution.

Gradian has been a real innovator in this field. This dynamic, U.K. based provider of IT security solutions is tackling the challenges of data security head on with a unique and compelling set of encryption solutions, all delivered as a managed service to protect data. The initial full disk encryption focus comprises Windows laptop encryption, Mac disk encryption, Linux encryption and virtual disk encryption. All services are provided with 24-hour ongoing technical support and robust SLA management.

Now here's the clever bit: it is all delivered over the air. Gradian's encryption platform is based on a cloud infrastructure so there's no daunting up-front capital expenditure, just a fixed per device license fee that customers can write down as an operational cost. Customers benefit from highly reliable, low risk whole disk encryption, in an environment that can be scaled up or down whenever needed.

PARTNER PROFILE

Website: www.gradian.co.uk

Geographic area served: U.K., Northern Europe

Headquarters: Alton, U.K.

Serves company size: 10–2000

Status: Symantec Specialist Partner for Encryption Solutions

Symantec solution focus: Data Security

STRATEGIC IT TRENDS

Cloud

Information Security

Threat Management

"[Symantec] considers Gradian as a center of excellence for encryption services, and are helping Gradian to grow the pipeline and the service across all market segments."

Damian Acklam
Director
Gradian

"This is the only SaaS-based encryption service available anywhere, and is transforming the way organizations approach security," explains Damian Acklam, director of Gradian. "Many companies are cautious about using the cloud; however with Gradian's service no customer data or user information is stored in the cloud - simply the encryption service is delivered through the cloud: everything else happens locally."

Gradian service underpinned by best-in-class Symantec encryption solution

Symantec-PGP is the technology engine behind the service offering, protecting Gradian customers' intellectual property and data from unauthorized access, encrypting and decrypting instantaneously with no disruption to an end-user's normal workflows.

Gradian is a Symantec Encryption Specialist and leverages Symantec's ExSP service provider program. The model supports Gradian's access to the best-in-class Symantec Encryption powered by PGP Technology on a flexible commercial framework enabling the onward billing process to fit with a customer's individual requirements.

This unique approach allows Gradian to offer the equivalent service to its end-user customers, so they receive all the benefits of market-leading encryption, without the upfront costs of on-premise implementation. Customers only pay for the encryption service as they consume and, with automation around both the system upgrades and ongoing reporting, customers are always using the most current release whilst retaining total visibility.

"Through this managed encryption service, Gradian is doing for encryption what Symantec, through MessageLabs, has done for email," says Acklam. "The SaaS model enables customers to release capital for investment, which would otherwise be tied into hardware or software. It is also ultra-reliable, easy to administer, and very low risk."

SOLUTION SUMMARY

Specialisations
• Encryption

Master Specializations
• Symantec do not have one available for Encryption at this time

Key Industries
• Construction
• Financial, Insurance, Property
• Healthcare
• Manufacturing
• Public Sector
• Legal
• Transport and public utilities
• Others including - Charity, Local Government, Media & New Media

Services Provided
• IT Consulting
• Training
• Outsourcing
• License Management

Technical Accreditations
• 2 x STS accredited engineers, having successfully achieved accreditation on the Symantec Encryption Server
• Level 4 competency in the Symantec pre-sales assessment for the Encryption specialization.

Authorizations
• Gradian are a recognized Encryption Specialist,
• Gradian is also a member of the Technical Assistance Program (TAP).

Sample Customer Successes
• Brightsolid - http://www.gradian.co.uk/publish/press-releases/the-futures-bright-with-gradian/

For more information on Gradian and other partner success stories, please go to

www.symantec.com/partners

ExSP program helping to grow pipeline revenue

The Symantec ExSP gives Gradian so much more than just access to the encryption product. Gradian has been able to leverage the widely respected Symantec brand and tap into the company's vast breadth of technical resources and sales support. For example, Symantec helped develop the joint website www.symantec-gradian.co.uk.

"The solution is acting as a magnet to customers, drawn in by the best-in-class encryption and the 'pay as you go' model. We both win."

Damian Acklam
Director
Gradian

According to Acklam, it all works seamlessly. "Symantec acknowledges the specialist skills of the Gradian team and the service we are providing. They now consider Gradian a center of excellence for encryption services, and are helping Gradian to grow the pipeline and the service across all market segments".

The relationship with this dynamic service provider also opens the door to new revenue streams for both Gradian and Symantec. Gradian has recently launched 2 additional services:

i) File & Folder Encryption to allow users to automatically protect data at rest in the network.

ii) Secure email delivery to protect data in-motion and certify delivery.

"This is a game-changing solution; one that benefits Gradian as much as it does Symantec. The solution is acting as a magnet to customers, drawn in by the best-in-class encryption and the 'pay-as-you-go' model. We both win," says Acklam.