OneConfig

Perfect SRX Evaluations

OneConfig's Application and Network Risk (ANR) Report is a sales tool that helps Juniper Partners build a compelling business case for Juniper SRX Series devices.

Application and Network Risk (ANR) Report

OneConfig's Application and Network Risk (ANR) Report provides Juniper Partners with a convenient and powerful tool for demonstrating the business risks present in prospective customers' environments and how these risks can be addressed using Juniper SRX Series devices.

Better SRX Demonstrations

The ANR Report, powered by OneConfig's cloud-based platform, is a powerful sales aide for Juniper Partners. Juniper Partners know and appreciate the capabilities and benefits that the SRX Series brings to any network.

However, conveying that message to customers can be challenging. Simply telling customers about the product only gets you so far . Actually showing customers the clear and present risks in their own environment, and demonstrating how the SRX Series detects and deals with these risks, is a powerful message. So what is the best approach for setting up and running an SRX Series evaluation session?

Implementing an SRX Series Gateway into the customer's environment is a fairly simple procedure, but producing a detailed and persuasive report at the end of the evaluation is challenging. Short of manually collecting and analyzing logs, the options for Partners are limited.

Now there is a new way to run effective evaluations using OneConfig's cloud-based platform.

How does OneConfig's ANR Report Work?

Using OneConfig's ANR Report is simple. The Juniper Partner deploys the SRX Series Gateway into the customer environment and adds a few configuration lines (provided by OneConfig) to securely connect the device to OneConfig's cloud-based management platform.

During the evaluation period, OneConfig collects real-time security and application usage data from the SRX and stores it in its database. At the end of the evaluation, OneConfig generates a PDF report in an easy-to-read format that highlights business risks detected by the SRX.
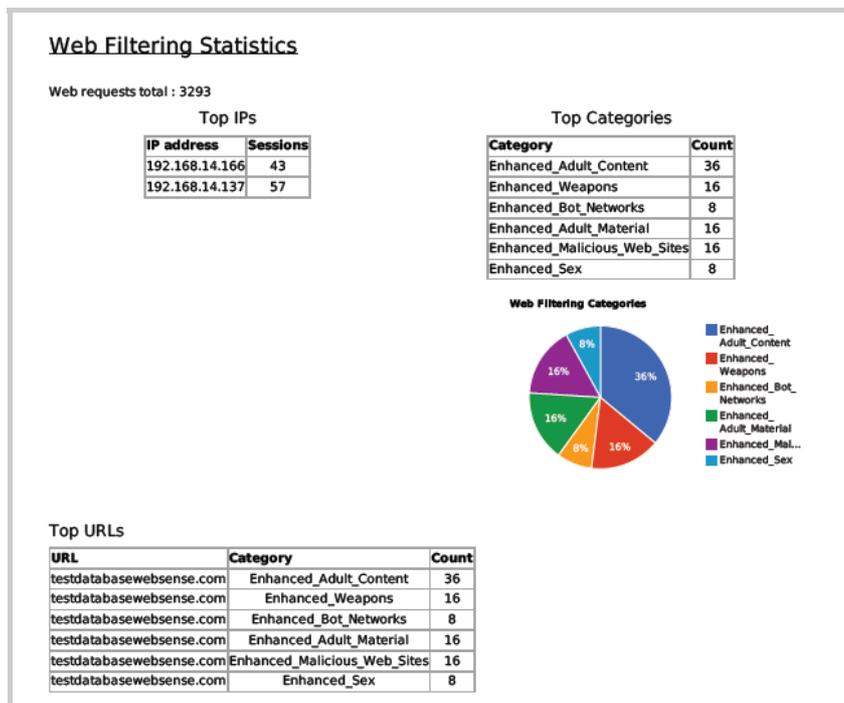
What's in OneConfig's ANR Report?

The ANR Report includes detailed information gathered from the device, presented in clear, colorful and simple charts and tables.

The report makes it easy for customers to understand the threats they are facing through their existing network equipment, and the value that the Juniper SRX Series Gateway will bring to their environment. This powerful Report helps Juniper Partners convert prospective customers onto the SRX Series platform.

The report includes:

❏ AppSecure details listing top applications by data, their category and risk rating, plus session counts
❏ Intrusion Detection activity captured by the SRX, noting the type, count and severity of these attacks
❏ Web Filtering Statistics listing top web requests and top IP addresses, top categories and counts per category, and details of top URLs visited

This powerful business oriented data, presented clearly and succinctly, helps the customer understand the risks they are currently facing and how the Juniper SRX will mitigate those risks.

Closing Deals with OneConfig's ANR Report

Once the ANR Report is produced the ideal next step is for the Juniper Partner to review it with the customer champion sponsoring the SRX Evaluation, typically the IT Manager or Network Architect. From there the Partner, along with the customer champion, presents the report to the customer's purchasing decision maker (senior manager or C-Level).

During the presentation the key findings are reviewed and framed in terms of business impacts and risks. The Juniper Partner positions themselves as a trusted advisor who can mitigate these risks and presents the Juniper SRX technology in terms of its business value. From this point the Partner can start to close the SRX deal and at the same time position their Professional Services capabilities as part of a broader solution.

About OneConfig

OneConfig is a Juniper Technology Alliance partner and is passionate about building intuitive network management systems. OneConfig's browser-based solution ensures that IT generalists with little or no Juniper Networks Junos® operating system experience can manage Juniper Networks EX Series Ethernet Switches and SRX Series devices from anywhere in the world. OneConfig is 100% Juniper focused and only makes products for Junos OS devices. For further information about OneConfig, or to request a product demonstration, please e-mail us at info@oneconfig.com.