macmon secure Partner Day 2020 - Network security is one of the central IT topics for the new decade

18th February 2020 - The macmon secure GmbH partner day took place in Berlin for the eighth time. More than 100 partners from Germany, Austria, Italy, Bulgaria and Switzerland met for intensive exchange in the meanwhile established software industry event. In addition to current IT security issues in a market that continues to grow at double-digit rates, the increased protection of company networks is at the top of the priority list for many IT managers. This makes macmon a central IT component in the areas of digitization, BYOD or intent-based networking.

Image: The venue of the macmon secure GmbH partner day, the Hotel Radisson Blu in Berlin, with a wonderful view of the TV tower

Technology partnerships create added value

macmon secure already has extensive integration options with a large number of manufacturers, which generates significant added value in the area of IT security. The in-house developed macmon NAC solution is not only the answer to ideally protect networks against unauthorized access, but also offers a way to seamlessly integrate with other security solutions.

Concerning the third-party integrations, macmon secure differentiates between integrations with endpoint compliance platforms, whole infrastructures, asset management systems and identity stores, whereas asset management systems and identity stores can be bidirectional integrations. **Around 10 more technology partnerships are planned for 2020.**

According to Mr. Bücker, macmon secure GmbH CEO, the ability to integrate is a significant advantage over competitors. In particular, large, international hardware providers who offer NAC solutions as an add-on could not offer this flexibility and profound multilingual service and support.

Further information: https://www.macmon.eu/en/partner/technology-partner-and-interfaces/

macmon NAC with high sales potential
Furthermore, other sales opportunities were focused on in various presentations. With the MSP model, one promises, in particular, a faster implementation of NAC projects, because the market is developing in this direction. With the MSP license model, macmon secure GmbH offers its partners an excellent opportunity to offer the solution as part of a managed service and to provide additional consulting services. macmon secure GmbH supports this sales channel with a variety of training and marketing activities as well as with the in-house support team.

Image: Together with the partners, macmon secure GmbH wants to achieve further substantial growth in 2020

The clear growth strategy was underpinned by impressive figures from the recently completed macmon secure market study. "We have surveyed over 1,000 companies about their requirements for secure networks and see increased awareness of network access control as result of the clearly increased risk of falling victim to a network attack. We were able to determine that ¼ of all IT security problems originate in the network," confirms Christian Bücker.

Image: Christian Bücker, CEO, macmon secure GmbH, wants to accelerate the growth course with its national and increasingly international partners in 2020.

Relaxed dinner party and award ceremony in Pier 13

After a successful partner day with many presentations, including a success customer story from the University Hospital Frankfurt and the keynote by a profiling expert, the evening event once again provided a festive and communicative framework.

An essential aspect of the partner day is the exchange among each other. Because this not only gives important impulses on both sides, but also follows the clear channel strategy of macmon secure - the proximity to its partners and customers. A highlight of the evening was the presentation of the macmon secure Partner Awards with which market partners are honored for their special achievements in cooperating with macmon.

Image: Pier 13, the stylish location for the macmon secure evening event. In a relaxed atmosphere, colleagues from various departments such as support, development, marketing and partner management mingled with the more than 100 partners.

Image: Four partners were awarded the popular macmon awards
Left to right:
1. Beate Möbis, Partner Manager, macmon secure GmbH
2. "macmon NAC endurance runner 2019" - Jochen Felten, Head of Services & Engineering, BWG Informationssysteme GmbH, Karlsruhe
3. "macmon hero of work" - Ulf Thomas, Sales, CyProtect AG, Munich

4. Christian Bücker, CEO, macmon secure GmbH
5. "macmon project hunter 2019" - Daniel Miedler, Lead Expert Security & Network, ACP IT Solutions GmbH, Vienna
6. "Strongest growing partner 2019" - Christian Martin, Managing Director, IOK GmbH & Co. KG, Verl
7. Sven Schlösinger, Partner Manager, macmon secure GmbH
8. Petra Salvador, Partner Manager, macmon secure GmbH

About macmon secure

macmon secure GmbH — the German technological leader for network access control

The experienced IT experts have been offering manufacturer-independent, BSI-certified solutions since 2003. These solutions protect heterogeneous networks from unauthorized access through immediate network transparency. macmon is quick and easy to implement and offers considerable added value for network security. macmon can be integrated with other security solutions from international technology partners, such as endpoint security or firewall. Customers obtain an immediate network overview with graphical reports and topology. In addition, macmon offers customers and partners an extensive training program and 24/7 support from Germany. This makes macmon a key IT component in the areas of digitization, BYOD or intent-based networking.

For further information, visit: www.macmon.eu

Twitter: twitter.com/macmon_nac

YouTube: www.youtube.com/user/macmonsecure

LinkedIn: https://de.linkedin.com/company/macmon-secure-gmbh

Contact Person at macmon:

Christian Bücker | Managing Director

macmon secure GmbH

Alte Jakobstrasse 79-80 | 10179 Berlin

+49 30 2325777-0 | nac@macmon.eu | www.macmon.eu