

> SYMANTEC™ PARTNER SNAPSHOT: SSL247



SYMANTEC WEBSITE SECURITY SOLUTIONS PARTNER

SSL247 (www.ssl247.co.uk) is a Symantec Platinum Website Security Partner based in London and northern France. A staff of 40 at SSL247 helps more than 5,000 customers in Europe and the United States protect their businesses with SSL certificates and solutions such as anti-malware scanning for websites. Every staff member is Symantec Sales Expert (SSE) and Sales Expert Plus (SSE+) accredited, and the company was among the first in Europe to earn a Symantec Website Security Specialization credential.

SYMANTEC PRODUCTS OFFERED

- SSL Certificates: Symantec, GeoTrust, and Thawte
- Code Signing
- Safe Site

SERVICES OFFERED

- User Authentication
- Domain Registration
- Hosting Services
- Management Consulting
- Business Process Management
- IT Consulting
- IT Implementation
- Outsourcing

TECHNICAL ACCREDITATIONS

[SSE Website Security Sales Specialist]

[SSE+ Website Security Sales Specialist]

PLATFORMS AND APPLICATIONS

Microsoft Exchange SAN/UC
SSL Certificates



THE RIGHT FIT FOR SSL, FAST AND EASY

For businesses, getting the requisite SSL certificates for encrypting website traffic can seem challenging.

Because the threat landscape keeps changing, and cyber attacks have gotten more sophisticated, certification authorities have changed the standards and policies that businesses must navigate to authenticate themselves.

“It’s difficult for end customers to understand the authentication requirements and how it all works,” says Oliver Wilkinson, managing director at SSL247. “That’s where our consultants at SSL247 can really add value.”

Based in London and in northern France, a staff of 40 at SSL247 helps more than 5,000 customers in Europe and the United States protect their businesses with SSL certificates and solutions such as anti-malware scanning for websites.

“We are on the consulting side of the business, different than our competitors who are resellers or brokers,” says Benjamin Tack, commercial director at SSL247. “We add value because every single person in our company is Symantec Sales Expert (SSE) and Sales Expert Plus (SSE+) accredited. That means everyone serving our customers has the proper skills to give the best advice and service, and find the right solution for each customer.”

Notes Wilkinson: “We also have a 100 percent pass rate on the SSE and SSE+ exams, and we’re one of just a dozen Symantec SSL partners worldwide at this point to earn the Symantec Website Security Specialization credential.”

The Symantec credential requires a reseller to meet a threshold of accreditation for its staff and achieve other business objectives. It differentiates elite partners. “Our Symantec Website Security Specialization is helping us win business from the largest corporations and government ministries,” Tack notes.

The expertise enables SSL247 consultants to ask just the right questions, speeding results and minimizing risk, adds Wilkinson. “We have dedicated pre-vetting staff who are fluent in SSL validation,” he says. “They proactively ensure that orders go through smoothly—we’re not reacting when an order doesn’t work. No other reseller that we’re aware of has this pre-vetting expertise.”

PARTNER PROFILE

Website: www.ssl247.co.uk

Geographic area served: EMEA Region and United States

Headquarters: London, England, UK

Serves company size: SMB, Enterprise, Public Sector

Website Security Partner Program Tier: Platinum

Symantec Solution Focus: Website Security Solutions

Website Security Partner Program Specializations: Website Security Solutions

In addition, Tack adds, each customer has a direct line to their assigned account manager. “Customers can speak to the right person in the right language—we cover many territories in Europe and have native speakers in six different languages—and that’s a competitive difference as well,” he says.

The result is that customers can get the right fit in SSL certificates fast. “One customer told us they had worked with a reseller for three weeks to achieve nothing, and then they came to us and we had it all sorted out in four days,” says Wilkinson.

Customers can also trust that their SSL certificates will be carefully managed and properly renewed. “One of our customers came to us after their previous reseller had let a certificate for their e-commerce site expire on a Friday, and that went undetected all weekend,” says Tack. “They estimated they lost EU€15,000 (US\$19,800) in revenue.”



**Website Security
Partner Program**



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As the technology environment changes, SSL expertise can add more value to customer businesses than ever, Wilkinson notes. “Businesses have more things to secure—such as Microsoft Exchange and Unified Communications environments—and more work to do in understanding how to secure them,” he says.

A Subject Alternative Name (SAN) SSL certificate, for instance, can secure up to 100 fully-qualified domains for Unified Communications (UC), Microsoft Exchange, or Mobile Device Manager environments within a single certificate. “That’s exactly where our SSE and SSE+ accredited staff can shine,” says Wilkinson. “They know the ins and outs of more complex environments and can save customers a huge amount of time and money, while presenting their options to them in plain terms.”

SSL247 was founded in 2004 as a reseller of GeoTrust SSL certificates, and began selling VeriSign certificates as well when VeriSign acquired GeoTrust. When Symantec acquired VeriSign and changed the VeriSign Trust seal to the Norton Secured Seal, SSL247 became a Symantec Platinum Partner and offered the complete Symantec portfolio of SSL certificates. “The Norton Secured Seal is the most trusted mark on the Internet,” Tack notes. “It’s what you see on every big e-commerce and financial services website. It’s the right way to go for us, given our intention to add value to our customers’ businesses.”

There’s a simple way to sum up SSL247, Tack adds: “We offer more consulting, support, and service than any other SSL certificate reseller in the world. We are the bridge that helps customers have the right SSL certificates for their business in the easiest, fastest way possible.”

FIND OUT MORE

Get more information about the Symantec Website Security Partner Program. Visit the SSL247 website to learn more about this partner.

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Commercial Director, SSL247