Heimdal & Brigantia

MSP Partner Guide

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Welcome to Heimdal & Brigantia Distribution

Partner up with Heimdal Security & Brigantia to grow your business by recommending Heimdal's market-leading proactive security suite.

We're delighted to partner up with you to optimise your Heimdal business and bring your customers the world's number one proactive security solution. Heimdal's technology allows you to prevent, detect, hunt and respond to even the most sophisticated attacks, while also providing you with the best tools to manage user privileges, your IT assets, and to fully automate your Microsoft and third-party patching. Heimdal has ten different modules in their stack, divided into six categories, all addressing Gartner's top risk mitigation issues for 2021.

When you partner with Heimdal & Brigantia you will be helping your customers increase their layers of security by managing unique, powerful, flexible and scalable products that fill a market gap. Heimdal has combined ease of use with reliable protection to make data safety effortless for anyone.

Here at Brigantia, we want your usage of Heimdal MSP to be seamless, where you benefit from a recurring revenue stream, building on it each month. We can help with training, marketing and presentations to your clients to help build this.

Best Regards,
Jack Poulter
Heimdal Product Specialist

Less is more – A partnership with Heimdal Security & Brigantia

The concept of less is more is based on the value of simplicity and that by having less, you can actually create more. A partnership with us works along this same principle; as our partner you will feel secure and happy having to manage less because you are gaining value. Curious on how Heimdal Security and Brigantia do that? Please see below.

We recognise that juggling multiple things at once means you can barely maintain focus on the ones that matter. You are stretching yourself too thin, and the result of this is little or no productivity at all. We can help you focus and achieve the tangible, commendable and more importantly, profitable results by focusing on fewer, but critically, more productive aspects of an MSP styled relationship. Brigantia plays a large role in this by being your first point of call for Heimdal related matters whether this be for customer demonstrations, as your outsourced expert, or by working on bespoke marketing materials for you. Brigantia adds values in a huge variety of ways.

Here are three reasons why partnering with us can deliver more for you and your clients.

1. One centrally managed cloud dashboard for all Heimdal solutions, unified and easy to navigate.

2. Land and expand – Because of Heimdal's wide ranging stack, usually it takes just one unique solution to get you in with the client before they see the benefit of implementing the other Heimdal solutions such as seamless integration.

3. Flexible billing – With our MSP programme you only get billed for what you use. If a machine is not active during that month, then we do not bill for it. You also get the control to generate and add new license keys from your dashboard and not be reliant on Brigantia or Heimdal to do this.

World Class Products in a Truly Unified Dashboard

Heimdal's Unified Threat Dashboard (UTD) holds unlimited potential for thorough cyber risk evaluations, and features either a single, stand-alone Heimdal module, or full range of state-of-the-art security tools.

The UTD stores the entire history of your Heimdal customers and will help you perform compliance audits and risk assessments. Combined with weekly reports, data exports, email alerts and data drill down built in, Heimdal's UTD offers a powerful and simple way to manage your clients' environments.

Features of Heimdal's Unified Threat Dashboard

It is Intelligently Connected
Heimdal's offering has been designed with a "one agent for all" strategy in mind. This ensures that the more you plug in, the smarter they become.

It is Overarching
It evaluates and measures your ability to prevent, detect and respond to threats and checks the networks, systems, process and users in your organisation on an ongoing basis.

It is Adaptive
It can be fully customised to suit a wide range of business requirements. It enables you to view accurate metrics and reports for everything of interest.

It Provides Real Time Data
Get actual, live data from your environment. Heimdal's UTD features continuous data aggregation and real time alerts and reports, so you can continuously keep your organisation secure.

It is Fast
Benefit from a quick setup and implementation, even in highly complex environments. Once configured, the Heimdal deployment is simple and easy and can happen via any MSI deployment tool.

020 3358 0090

partnersupport@brigantia.com

Heimdal Support, and the Role of the Brigantia Product Specialist

Product Specialist Info

Heimdal and Brigantia work closely in many areas, as such at Brigantia we have a dedicated product specialist, trained by Heimdal. Brigantia's product specialist is Jack Poulter, he can be your first point of contact with any Heimdal query unless it is support related. He can help you with a number of areas, these include the following.

- Set up of clients & trials
- Dashboard run throughs
- Sales training for your team
- Dashboard training for your support/management teams
- Installation and best practise advice
- End user demonstrations

Jack's contact details – jack.poulter@brigantia.com

Heimdal Technical Support

Heimdal's European based technical support team are on hand via email or phone if you encounter any issues with the Heimdal solutions. We would also recommend you download the technical whitepaper from the "guide" section of the dashboard which covers common queries. You can visit Heimdal Security's dedicated support web-page here: https://support.heimdalsecurity.com/hc/en-us and you can log a support ticket directly from this page too.

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Marketing Assistance

There are a number of ways Brigantia can assist you with Heimdal Security marketing, these can be the following.

- Editable datasheets, you can add your logo along with your contact details to send out to your clients
- Buyer's guide
- Email marketing templates
- Heimdal logos for your website and email footers
- Access to the Heimdal blog
- Dedicated telemarketing campaigns using our resource

About Heimdal & Brigantia

About Heimdal
Heimdal is a global cyber security company based out of Copenhagen, Denmark. Their aim since day one was to provide a multi-layered approach to security that combines threat prevention, endpoint rights management, and antivirus. Together, they aim to keep your intellectual property safe.

Heimdal was founded in 2014 by ethical hackers who won the Defcon Hacking Championships out in Las Vegas. They built their own threat intelligence which has since been used by the FBI to bring down the original strains of the cryptolocker attacks. This same threat intelligence feeds into their products today, constantly evolving using machine learning.

About Brigantia
Brigantia provides best in class cybersecurity solutions and expertise to help channel partners protect their customers while building strong recurring revenue streams.