



YOU CAN'T GO GLOBAL BY GOING IT ALONE



PARTNER
SOLUTION BRIEF



STRONG VALUE CHAINS START WITH SECURE PARTNER ACCESS

Today's leading global enterprises rely on a vast network of business partners to create a strong value chain. Your supply, channel and distribution partners all need instant access to applications and data to keep your business humming. But providing secure access to partners is time-consuming and challenging, and it often falls to the bottom of the priority list. As a result, companies often struggle with:

- High costs of managing and resetting passwords for thousands of partners.
- Constant risk of breach from not knowing when users leave partner organizations or when they share accounts.
- Lengthy customer onboarding processes across disparate applications and portals.
- Inefficient processes and technical barriers with little to no partner IT in place.



ONE SIZE DOESN'T FIT ALL

Traditional identity security solutions weren't made to solve the unique challenges of today's partner ecosystem. And they're not very good at it. Organizations like Cisco and GE have discovered that an identity solution must position partners to be ready for anything in a dynamic and increasingly connected world.

A successful identity solution needs to:

- Give partners secure, one-click access to all the applications and data they need.
- Enable partners to easily manage their own identities, reducing liability and risk of breach.
- Adapt to ever-changing market conditions with quick connections and secure APIs.
- Rapidly onboard thousands of partners, each with different needs.

SECURE AND STREAMLINE YOUR PARTNER ECOSYSTEM

You'll find the Ping Identity Platform at the heart of the world's largest supply chains, sales channels and franchise networks. Dedicated to providing the flexibility and scalability needed to secure and streamline any partner ecosystem, our solutions include a comprehensive set of capabilities that are specifically designed to meet the challenges of partner identity security:

- Single sign-on (SSO) to give your partners secure, one-click access to all the internal and third-party apps they need.
- Directory services that allow partners of any size to use our cloud directories or connect to their directory.
- Multi-factor authentication (MFA) for added security that leverages your partners' mobile devices.





A LEADING RETAILER SAVES MILLIONS AND REDUCES THE RISK OF DATA BREACH

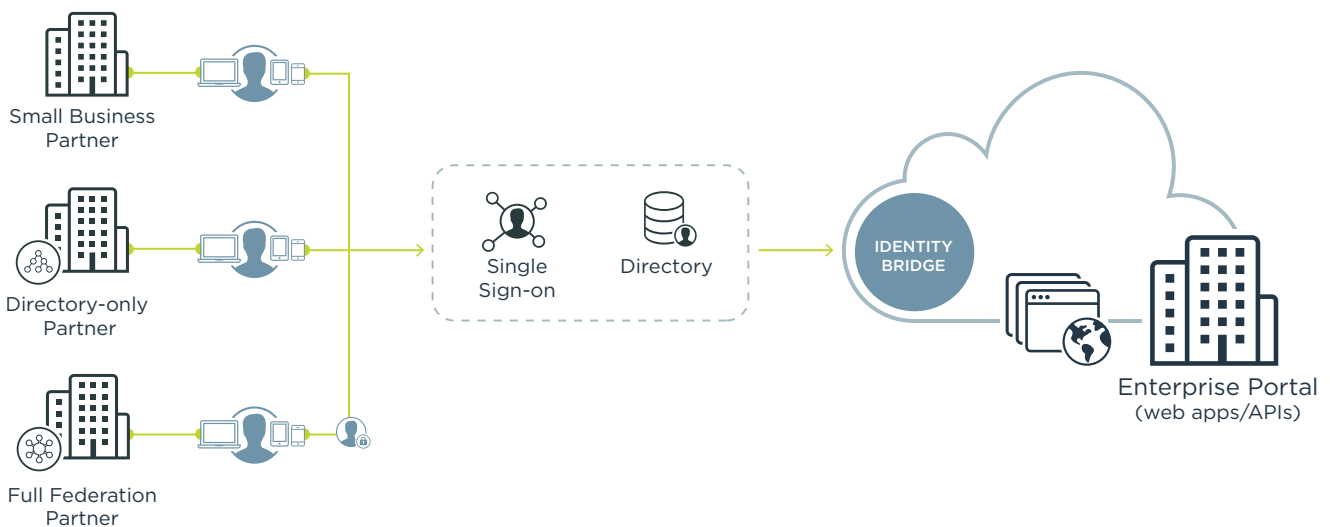
A global retailer calculated that managing identities and passwords for 117,000 supply chain partners was costing the company a fortune. With more than 100,000 inactive accounts, the risk of data breach was high. This retailer needed a secure solution that their supply chain partners could manage themselves.

BEFORE PING

The company's password-based security posture was weak. Hundreds of thousands of inactive users further amplified the risk of a data breach. Access was clunky at best, sometimes requiring multiple sign-ons to third-party services.

AFTER PING

Partners can now manage their own identities using a cloud directory or bridging directly to their own. The Ping Identity Platform provides a secure federated connection to the partner portal. Partners can SSO to internal or third-party apps, and users who are deactivated by partners are automatically deprovisioned.



To learn how Ping can help you provide secure partner access, visit pingidentity.com.



Ping Identity is the leader in Identity Defined Security for the borderless enterprise, allowing employees, customers and partners access to the applications they need. Protecting over one billion identities worldwide, the company ensures the right people access the right things, securely and seamlessly. More than half of the Fortune 100, including Boeing, Cisco, Disney, GE, Kraft Foods, TIAA-CREF and Walgreens, trust Ping Identity to solve modern enterprise security challenges created by their use of cloud, mobile, APIs and IoT. Visit pingidentity.com. Copyright ©2016 Ping Identity Corporation. All rights reserved. Ping Identity, PingFederate, PingOne, PingAccess, PingID, their respective product marks, the Ping Identity trademark logo, and IDENTIFY are trademarks, or servicemarks of Ping Identity Corporation. All other product and service names mentioned are the trademarks of their respective companies.