



Top 5 Discovery Questions to Qualify Prospects for PowerBroker® Servers

What does PowerBroker Servers do?

Provides system administrators with the ability to delegate privileges and authorization without disclosing the root password on Unix, Linux and Mac OS X platforms.

PowerBroker Servers equips companies with flexible policy language that unifies security policies across multiple heterogeneous platforms.

PowerBroker Servers equips auditors with audit-ready reporting addressing the need for enterprise compliance and control.

Added Value

- Accelerated efficiency achieved throughout enterprise via reduction in security policy errors, minimized downtime, and automated administrative tasks
- Centralized management of privileged identities ensures unified security policies across the entire enterprise
- Transparently manage server permissions

About BeyondTrust

BeyondTrust is a proven leader with more than 25 years of experience. More than half of the companies listed on the Dow Jones, eight of the 10 largest banks, seven of the 10 largest aerospace and defense firms, and six of the 10 largest U.S. pharmaceutical companies rely on BeyondTrust to secure their enterprise.

1. How many people have, or request, the root password to do their jobs or responsibilities? (i.e., Developers, HelpDesk, Database users, UNIX Admins, Security Admins)

2. How many different UNIX/Linux platform types are you using? (i.e., Solaris, HP-UX, AIX, Redhat, Suse, Debian)

Note: The PowerBroker Servers solution is designed to manage an enterprises data center's heterogeneous environment.

3. How do you currently delegate authorized root level access? Are you using Open Source or "homegrown" solutions?

*Note: If prospect is using Open Source, 90% of the time sudo is the software being used. PowerBroker can delegate for any privileged ID (i.e., Oracle, Admin, or Operator). Refer to **PowerBroker vs. sudo Battle Card**.*

4. Can you monitor and track down to the keystroke level, exactly what users are doing with their root level permissions?

5. What Regulatory Compliance laws or regulations do you have to comply with? (i.e., SOX 404, PCI, HIPPA)

Note: The key point is that an enterprise must prove that it has control processes in place, and that the enterprise knows what their users are doing on the system with privileged access.

Qualifying Prospects

- If the Unix/Linux data center has a need for "root delegation" and/or is subject to compliance mandates, they are candidates for the PowerBroker Servers solution
- If prospect is currently using Open Source or "homegrown" solutions, we can demonstrate the advantages of PowerBroker's centralized management capabilities and robust security solution (Refer to **PB vs. sudo Battle Card**)
- BeyondTrust is available to provide more information, free demonstrations, or free 30-day product trials to engage prospect with partner sales force