

State of Arizona E-Catalog

Arizona Network and Telephone Equipment and Svcs CTR059873



MANUFACTURER OVERVIEW



www.varonis.com

Varonis is a pioneer in data security and analytics, fighting a different battle than conventional cybersecurity companies. Varonis focuses on protecting enterprise data: sensitive files and emails; confidential customer, patient, and employee data; financial records; strategic and product plans; and other intellectual property. The Varonis Data Security Platform detects cyber threats from both internal and external actors by analyzing data, account activity, and user behavior; prevents and limits disaster by locking down sensitive and stale data; and efficiently sustains a secure state with automation.

DISCOUNT STRUCTURE AND CATEGORIES

Type	Discount	Description
Security Equipment	3%	May include devices operating at any layer in the OSI model. 1. Packet inspection/rule enforcement (ACL, Firewall, IDS, DDOS, etc.); 2. Real time interpretation and response (Application Firewalls, IPS, etc.); 3. Content Filtering and/or Rate Limiting; 4. RAS solutions (VPN, SSL acceleration, etc.); and, 5. Centralized monitoring, trend analysis, health and alerting systems.
Monitoring & Management Solutions	3%	May include software or appliances operating at any layer in the OSI model: 1. Solutions should accomplish the centralization and interpretation of data acquired from networked devices; 2. Solutions should be developed around commonly accepted methodologies and should make use of the newest versions of SNMP and/or TLS; 3. Solutions must enhance security, manageability, and accountability; 4. Solutions interface should be an intuitive GUI, with possible built in CLI and manual configuration abilities; and, 5. Reporting and analysis tool must include canned reports for regulatory compliance with HIPAA, etc.
Notes		Professional Services – 0% Renewals – Perpetual Maintenance and Support and OPS renewals for existing customers-Quoted on case-by-case basis.

CONTACTS

For best pricing, product information and ordering, contact the Arizona Account Team:



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The MSRP is subject to continuous change.

HOW TO ORDER

1. For product and pricing information, contact The Arizona Account Team via email.
2. Generate a purchase order payable to Presidio. You must reference the Arizona Network and Telephone Equipment and Svcs CTR059873 on your purchase order.
3. E-mail your purchase order and quote form to:

AZPresidioTeam@presidio.com