



IPSWITCH PARTNERSYNERGY

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Leads Management Tip

Do you know? When you convert a lead to deal registration aka opportunity, these information are essential before the conversion can happen:

- The lead status has to be equal to "AL" (accepted lead), all other lead status will trigger an error
- Expected Close date – when do you anticipate the opportunity to close (must be future date)
- Target Amount – the projected deal value
- Country – where the solution will be implemented
- Main product interest e.g. WhatsUp Gold/ MOVEit
- Lead Source – equals to Partner if lead is created by you, already populated if lead is from Ipswitch

Ipswitch's MOVEit Secure File Transfer Vertical Solutions



Aerospace



Automotive



Banking



Media & Cable



Defense



Education



Government



Healthcare



Pharmaceutical



Retail



Transportation

File transfer is an essential part of any business today but it is not without challenges. From business processes, data encryption technology to regulatory and audit requirements, there are a lot of considerations that come into play when deciding how and what file transfer solution to implement.

To help your customers overcome their business challenges, you first need to understand the environment that they operate in, for example, their industry. Are there specific verticals or industries you are working in where there's a potential to propose a MOVEit file transfer solution?

Below are the MOVEit industry solution datasheets to help you understand how MOVEit can be positioned in various industries:

- [Banking](#)
- [Government](#)
- [Pharmaceutical](#)
- [Retail](#)
- [Transportation](#)
- [Healthcare](#)
- [Media & Cable](#)
- [Education](#)
- [Defense](#)
- [Aerospace](#)
- [Automotive](#)

Please contact your Ipswitch Channel Manager to find out how to position MOVEit for your target prospects.



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Check out our new eBook, [“Cloud Monitoring and the 9 Best Practices You Need to Adopt.”](#) This eBook examines what is involved in cloud monitoring and its importance to your organization in terms of security, workload, application workflow and API integration.

“Every organization is taking advantage of cloud resources, but that poses a challenge for IT teams,” said Kevin Conklin, Vice President of Product Marketing and Content at Ipswitch. *“As more and more functionality migrates to the cloud, the ability to see the entire networking environment in context becomes more and more difficult. A monitoring solution can monitor the entire network environment, including the cloud. However, cloud monitoring is a different animal from traditional network monitoring, and there are some key factors that IT staff need to take into consideration.”*

Ipswitch WhatsUp® Gold lets you monitor, alert and report on the status and performance of every metric available through the AWS or Azure APIs and integrate that data in your infrastructure map, alert center and dashboards. Cloud Monitoring is available in WhatsUp Gold's Premium and Total Plus editions.

Please contact your Channel Manager if you need more information.

Blog and Events

Here is a peak at the latest blog posts and events:

- [Ipswitch Network Monitoring and Secure File Transfer Demonstrated at 11th CIO Executive Summit 2018 in Hong Kong](#)
- [Healthcare CIO Executive Luncheon - Building Resilience: The Challenge of Data Risk in the Healthcare Sector](#)
- [How To Choose The Right Managed File Transfer Architecture](#)
- [How To Choose A Network Configuration Management Tool](#)
- [What Is Network Flow Monitoring?](#)
- [Monitor Dark Web Traffic With WhatsUp Gold 2018](#)