Netskope Technical Account Manager

Accelerate value realization with Netskope

Proactive, concentrated and collaborative, the TAM will become an extension of your team to move initiatives quickly and expand your reach.

WHY IS NETSKOPE THE BEST CHOICE?

TAMs are uniquely positioned to elevate your organization's Netskope solution as a trusted advisor; Netskope TAMs are experts in Netskope's solutions, security governance and operational best practices.

Following your decision to engage a TAM, they will be selected based on your industry and security profile, as well as geography. The engagement will begin with a thorough discovery workshop to understand and, where necessary, document your organization's risk posture, security use cases, network architecture, other solutions, and more. We start by getting to know you.

TYPICAL TAM ACTIVITIES

* Host security governance planning and strategy sessions

* Provide best practices guidance in the context of your environment

* Assist with policies: creating, testing and ongoing fine-tuning

* Drive data analysis and reporting from Netskope platform

* Align with Netskope Support as customer advocate during an escalation

* Coordinate product and feature updates

* Host Value Realization Plan workshops and project planning

KEY BENEFITS AND CAPABILITIES

Faster time to value

Plan and progress toward the realization of your vision

Embedded partnership

TAMs collaborate closely with your team, in your environment

Netskope expertise

Industry-leading product specialists bring technical and business experience

Best practices

Advice is tailored to your organization's needs, based on proven strategy

Ongoing knowledge transfer

Guidance and leadership, at the right time for your priorities

Product updates early and often

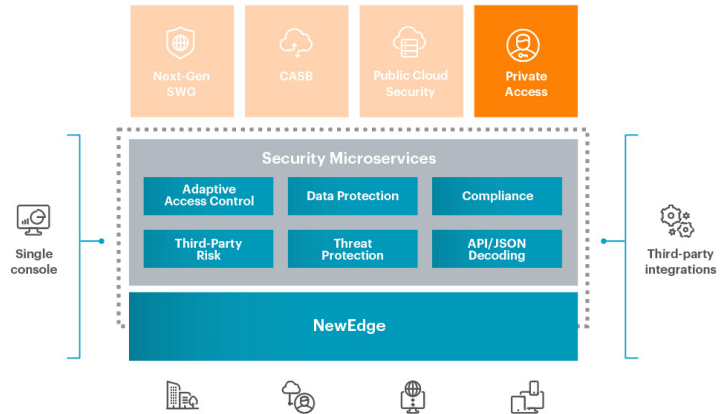Continuous engagement means you get the news first

Strategic planning

Cloud security expertise

Faster time to adoption

netskope

THE NETSKOPE DIFFERENCE

Data-centric. Cloud-smart. Fast.

Using patented technology called Netskope Cloud XD™, the Netskope Security Cloud eliminates blind spots by going deeper than any other security provider to quickly target and control activities across thousands of cloud (SaaS and IaaS) services and millions of websites. With full control from one cloud, our customers benefit from 360-degree data protection that guards data everywhere and advanced threat protection that stops elusive attacks.

YOUR NEEDS	THE NETSKOPE SOLUTION
Cloud Security Expertise	Cloud security best practices, operational recommendations and risk mitigation from a highly skilled advisor. By partnering closely with your team, guidance is relevant and timely.
Product Expertise	In-depth product knowledge and experience working on the Netskope platform. Updates to products and features, upgrade guidance and more.
Customer Advocacy	Your voice within Netskope, with access to people, documentation and systems.
Analytics and Business Reviews	Contextual analysis of tenant activities, product issues, support cases and opportunities each quarter.
Roadmap and Planning	Health checks and business reviews enable an ongoing stream of information and guidance for your security program.
Value Realization	Customized security roadmapping to set your team up for success and path to return on your cloud security investment.

REQUEST A LIVE DEMO OR REQUEST A FREE AUDIT:
https://www.netskope.com/request-demo

The Netskope security cloud provides unrivaled visibility and real-time data and threat protection when accessing cloud services, websites, and private apps from anywhere, on any device. Only Netskope understands the cloud and takes a data-centric approach that empowers security teams with the right balance of protection and speed they need to secure their digital transformation journey. Reimagine your perimeter with Netskope.