Security Manager Quick Assess
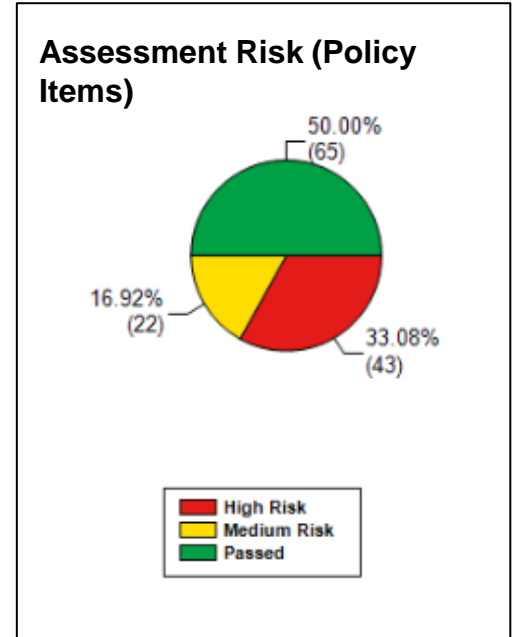
A glimpse into the potential vulnerabilities of a customers print environment with a no cost, no obligation limited security assessment of 13 security settings on 20 HP printers/MFPs
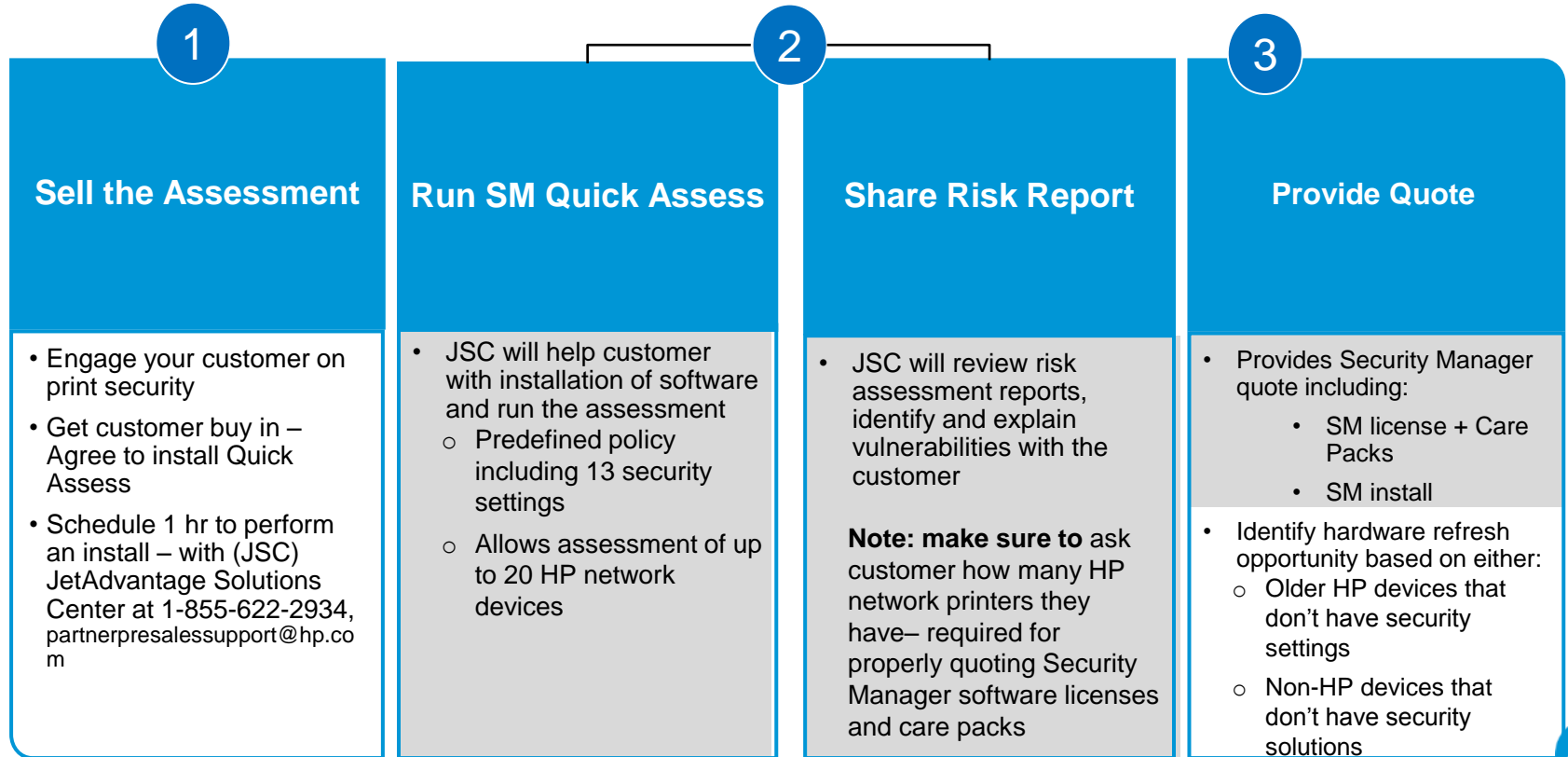
Complete Limited Policy → **Add devices** → **Assess devices** → **Review Results**

All within an hour!

Success Story

IT Admin for Large Automotive Dealership ran Quick Assess

- All 20 devices failed assessment

- Securing their print environment is **now #1 initiative**

- Accelerating the **replacement of other vendor devices** with all HP devices

Assessment Risk (Policy Items)

50.00% (65)

16.92% (22)

33.08% (43)

High Risk
Medium Risk
Passed

Quick Assess 3 steps to success

1

Sell the Assessment

- Engage your customer on print security
- Get customer buy in – Agree to install Quick Assess
- Schedule 1 hr to perform an install – with (JSC) JetAdvantage Solutions Center at 1-855-622-2934, partnerpresalessupport@hp.com

2

Run SM Quick Assess

- JSC will help customer with installation of software and run the assessment
  o Predefined policy including 13 security settings
  o Allows assessment of up to 20 HP network devices

Share Risk Report

- JSC will review risk assessment reports, identify and explain vulnerabilities with the customer

  Note: make sure to ask customer how many HP network printers they have– required for properly quoting Security Manager software licenses and care packs

3

Provide Quote

- Provides Security Manager quote including:
  - SM license + Care Packs
  - SM install
- Identify hardware refresh opportunity based on either:
  o Older HP devices that don't have security settings
  o Non-HP devices that don't have security solutions

Engage the JetAdvantage Solutions Center (JSC)
Assistance Selling HP Printing Solutions

JSC Contact Information

Email (24x7):   partnerpresalessupport@hp.com

Phone (Mon-Fri, 8a-5p Central):   1-855-622-2934

Web Portal: Access granted after 1st engagement

Engagement Overview

1. Initial Contact: Meet, Greet, Qualify
2. Next Call: Product Demo & Discovery
3. Proof of Concept: Path To a Win
4. Provide Bill of Materials for quoting
5. Final Architecture & Deployment

JSC Provided Services

General Solution Questions

Demonstrations

Proofs of Concept

Architecture

Deployment