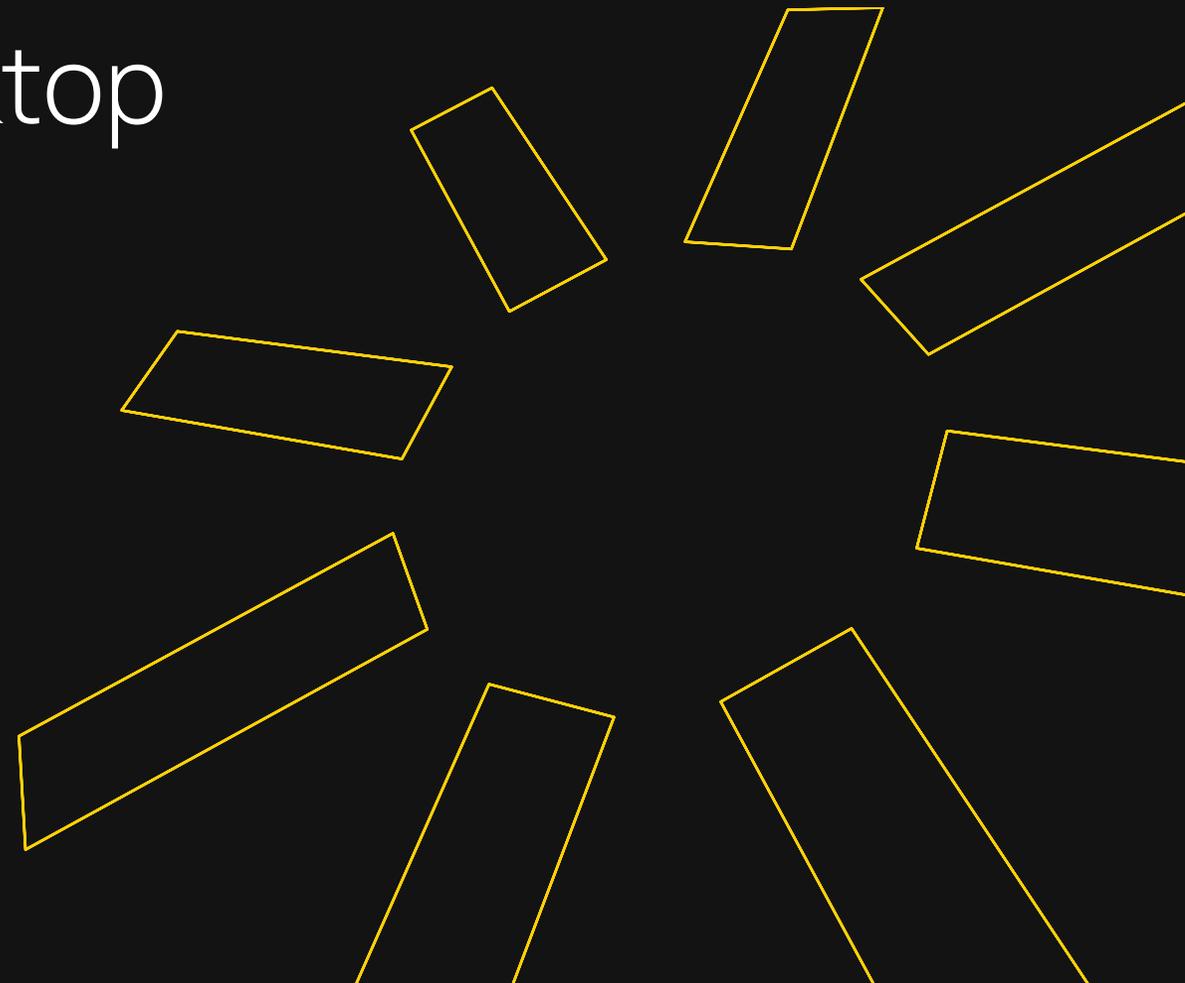


Secure Managed Services with IGEL Adaptive Secure Desktop

Mads Skalbo

Vice President, Global MSP business

mads.skalbo@igel.com





IS NOW
PART OF

IGEL

IGEL's Acquisition of Stratodesk

- IGEL has officially completed the acquisition of Stratodesk as of May 30th.
- This strategic acquisition strengthens IGEL's commitment to delivering secure, efficient, and flexible endpoint computing across key industries—including healthcare, finance, government, manufacturing, and education—supported by a proven track record in meeting complex regulatory and operational demands.

Our focus

Our offering

Solving today's problems
and built for the future

The Secure Endpoint OS Platform for Now & Next

Complexity

10 to 15 security vendors and **60 to 70 security tools**. *Gartner March 2024*

“And many of these products have similar capabilities”

80% will increase spend in 2024 compared to 2023.
Gartner CIO and Technology Executive Summary

90%

As many as 90% of successful cyberattacks and as many as 70% of successful data breaches originate at endpoint devices. IBM

312%

increase in breach notifications

Mega-breaches drive surge in breach notices to US citizens

IGEL OS has never been compromised in a cyber attack

“

Nice use case for IGEL now after yesterday. Our 10K Plus VDI using IGEL devices were not impacted. Saved our Asses.

“

Trying to get out of CrowdStrike Hell. Maybe Thursday. Upside is no IGEL impacts

“

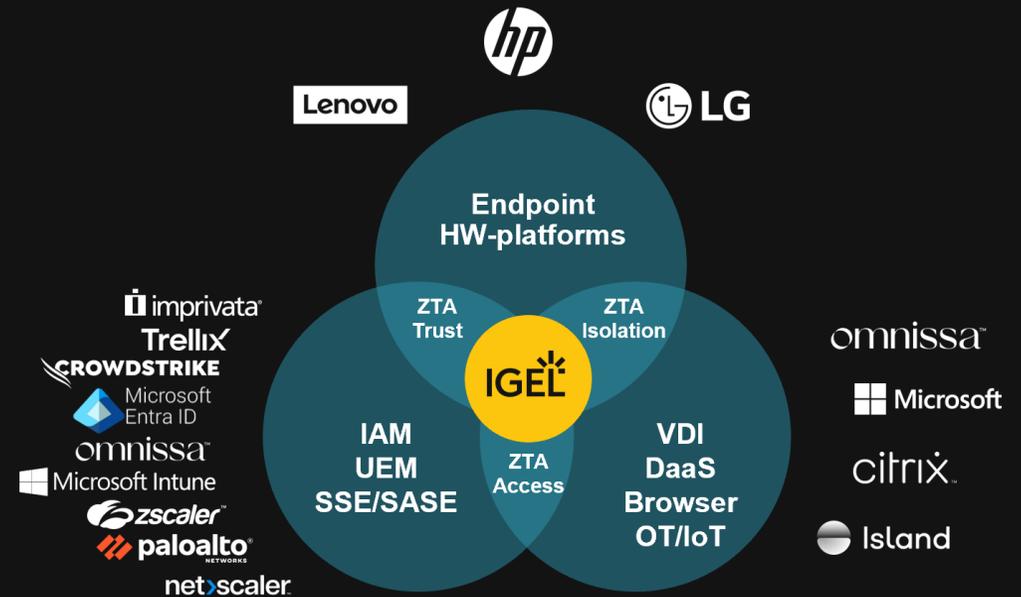
We did have a win with IGEL and AVD and was the only thing that stayed up and running

Simply **IGEL** it

IGEL Preventative Security Model™

With our partnerships, PSM enables:

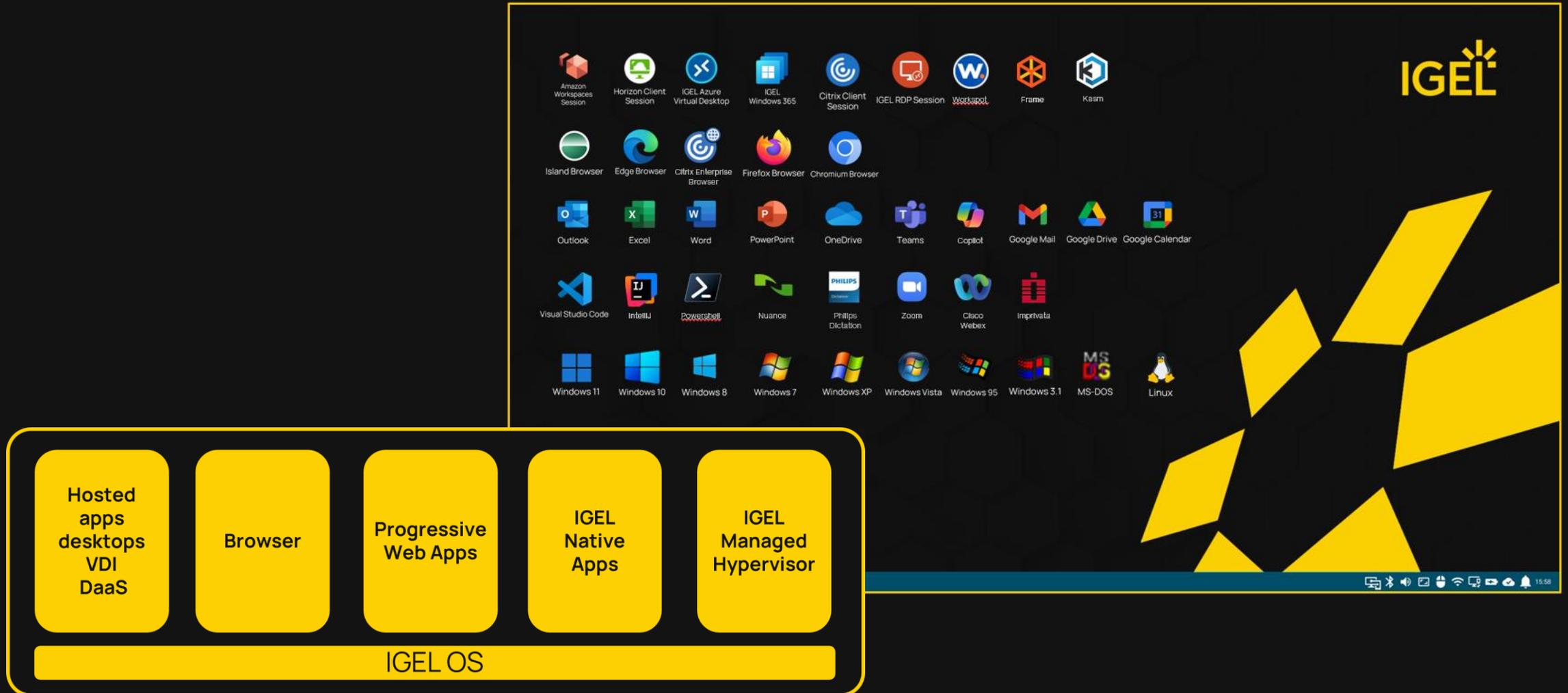
- A secure end-to-end application access strategy
- Zero Trust access to resources
- SSE/SASE integration
- Conditional/Contextual Access Control
- An Adaptive Secure Desktop



IGEL Adaptive Secure Desktop



- 5 application delivery methodologies



IGEL Adaptive Secure Call Centre Desktop

Configuration Objects

- Profiles (1/159)
 - IGEL Adaptive Secure Desktop (0/27)
 - BYO Desktop (4/4)
 - Call Centre Desktop (6/6)**
 - Clinical Desktop (6/6)
 - Finance Desktop (6/6)
 - OT Endpoint (5/5)
 - LAB Profiles (0/84)
 - Quickstart Profiles (0/47)

Call Centre Desktop

- Call Sats WEB App
- Corporate Wallpaper
- Office 365
- Teams
- Telephony App
- VPN

The screenshot displays a Windows desktop environment. The taskbar at the bottom shows several open applications: Outlook, Viva, and Teams. The main window is Outlook, showing an email from Jason Trunk. To the right, the Viva application is open, displaying a chat window with Jason Trunk. The desktop background features a blue abstract design with the text 'SuperSecure Workplace' overlaid.

IGEL Adaptive Secure Clinical Desktop

Configuration Objects

Filter objects

- Profiles (1/159)
 - IGEL Adaptive Secure Desktop (0/27)
 - BYO Desktop (4/4)
 - Call Centre Desktop (6/6)
 - Clinical Desktop (6/6)**
 - Finance Desktop (6/6)
 - OT Endpoint (5/5)
 - LAB Profiles (0/84)
 - Quickstart Profiles (0/47)

Clinical Desktop

- Browser with URL's
- Custom Wallpaper
- Deploy Imprivata Agent
- EMR Application
- Enable Smartcard
- IGEL Advanced Device Redirection

Edge Browser | Horizon Client Session | IGEL Advanced Device Redirection | Imprivata

Chart

Flowcharts | Results | Med Order | Lab Order | Notes | Care Team | Access Control

Date	Test Type	Provider	Department	Specialty
05/18/2012	Surgery	Brian Cho, MD	Cardiac	Surgery
10/06/2011	Pathology	John Clark, MD	Pediatrics	Ophthalmology

IGEL Adaptive Secure Finance Desktop

The screenshot shows the IGEL Configuration Objects interface. On the left, a sidebar lists various configuration objects under the 'Profiles' section. The 'Finance Desktop' profile is highlighted. On the right, the configuration details for the 'Finance Desktop' profile are displayed, including a filter box and a list of security and application settings.

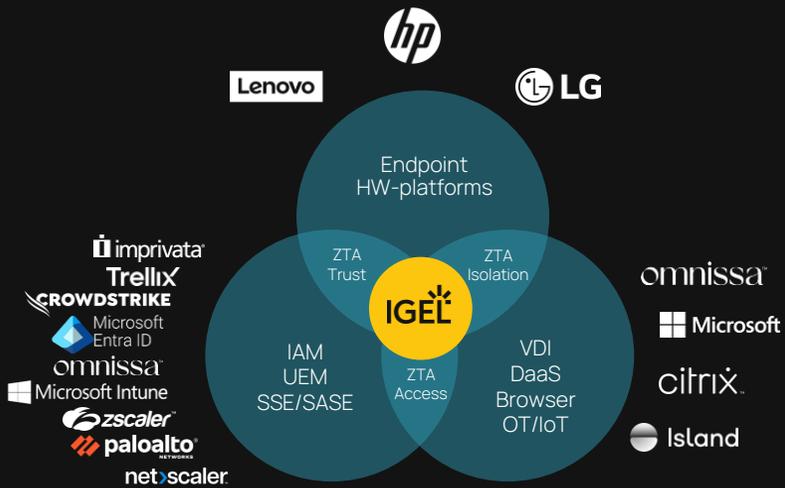
Configuration Object	Count
Profiles	1/159
IGEL Adaptive Secure Desktop	0/27
BYO Desktop	4/4
Call Centre Desktop	6/6
Clinical Desktop	6/6
Finance Desktop	6/6
OT Endpoint	5/5
LAB Profiles	0/84
Quickstart Profiles	0/47

Configuration Object
Anti-Key Logging
Bloomberg USB
Citrix Workspace App
Corporate Certificate
Enterprise Browser Kiosk Mode
Multi-monitor Config

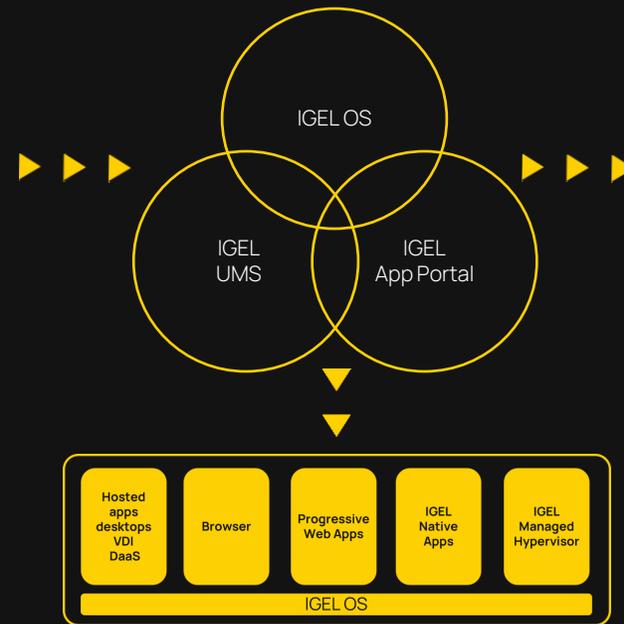
The screenshot displays the user interface of the IGEL Adaptive Secure Finance Desktop. The desktop background is black with a large yellow IGEL logo on the right. In the top-left corner, there are three application icons: Citrix Client Session, Island Browser, and Armored Client. A central window shows a desktop environment with a clock displaying 12:19 on April 29th, 2024. Below the clock is a search bar and a grid of application icons including Microsoft Office, Slack, and various social media apps. At the bottom, a taskbar contains icons for system utilities and network status.

Delivering the IGEL Adaptive Secure Desktop

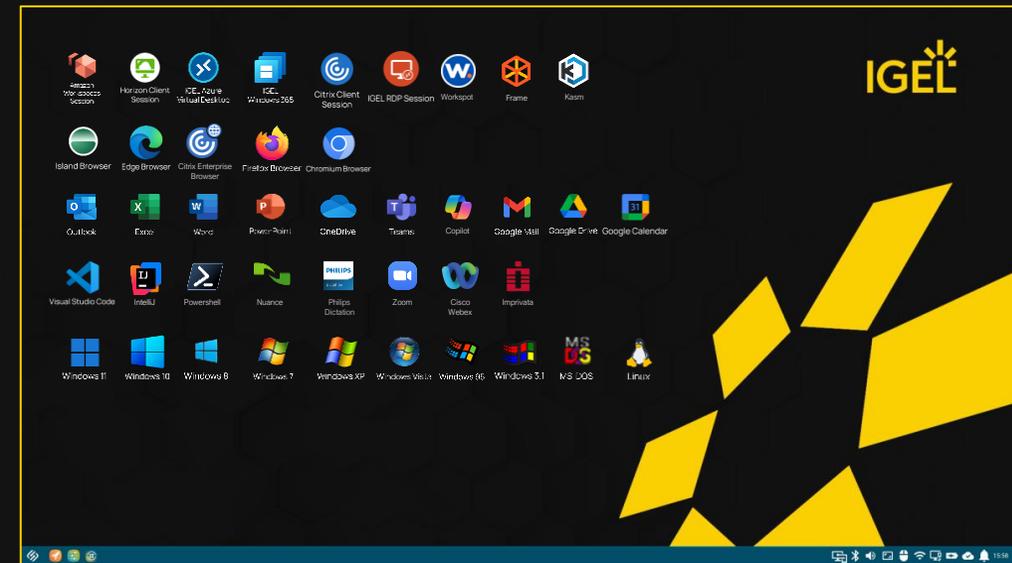
IGEL Preventative Security Model™



Orchestration



IGEL Adaptive Secure Desktop™

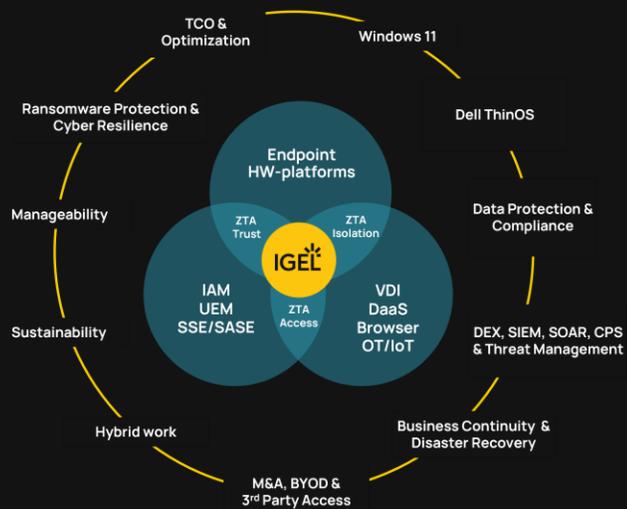


3 Benefits of Simply IGEL it™

1

Preventative Security

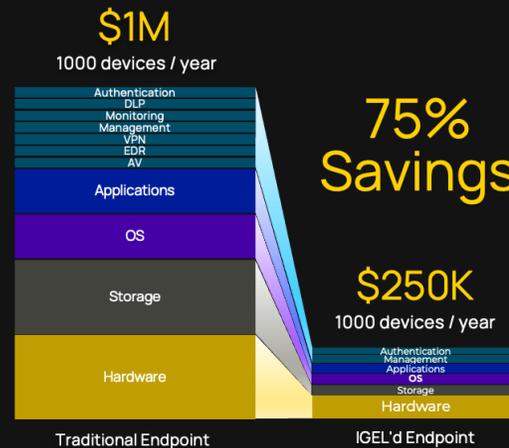
IGEL Preventative Security Model™



2

Financial (TCO)

IGEL's TCO Model



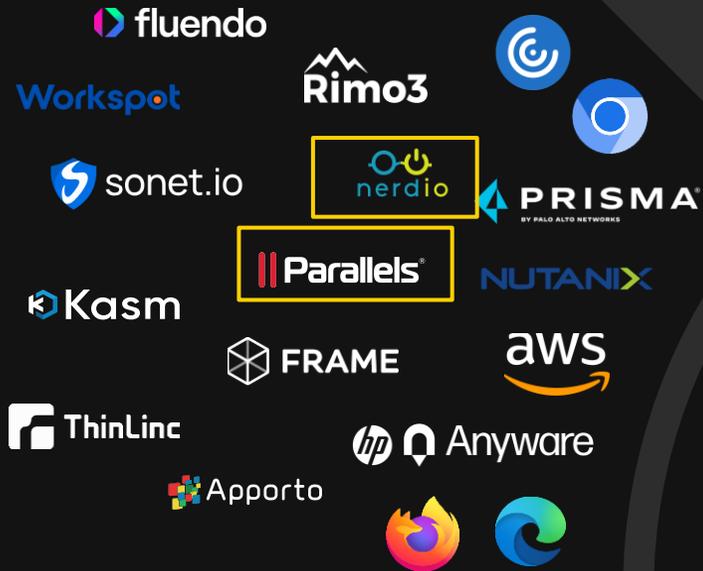
3

Manageability

IGEL IT & IoT Secure Endpoint Orchestration



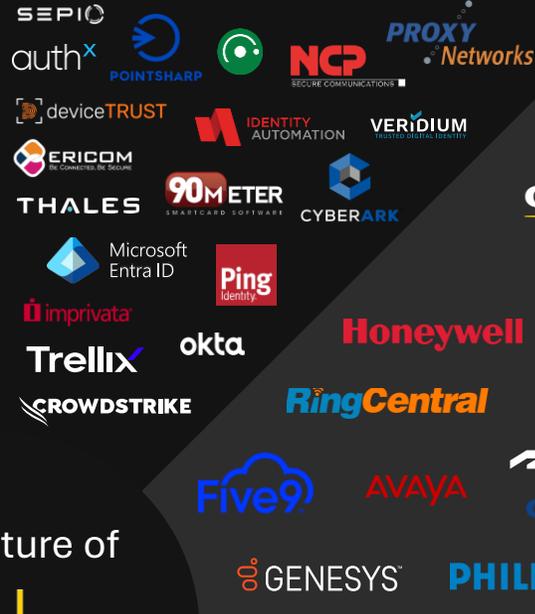
VDI/DaaS/Browser



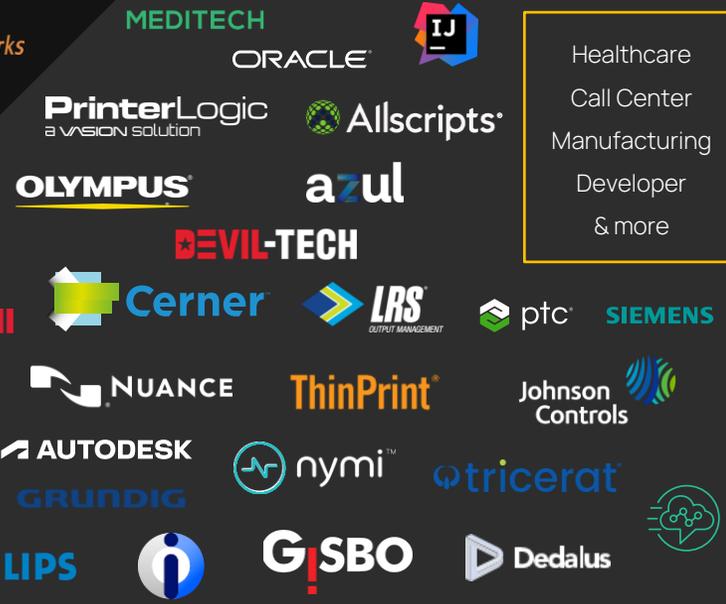
Unified Endpoint Management



IAM/Security



SaaS/Vertical Apps



Healthcare
Call Center
Manufacturing
Developer
& more

The Future of



Ready



SASE/SSE

Unified Collaboration



DEX/SIEM/SOAR/CAASM



Endpoints/DC/Peripherals

Why IGEL for MSPs

- Secure by design & extending HW lifetime
- Adaptive Secure Desktop tailored for user needs
- Reduces complexity and cost of endpoint
- Helpdesk calls reduced 60-80%
- Improves centralized control, automation and management
- Flexible, cost-effective consumption model for MSPs



Become an IGEL MSP today

1

www.igel.com/managed-service-provider

Amplify Your Managed Service with the Secure Endpoint OS for Now & Next

Accelerate growth of your MSP business. Enhance your digital workspace service with IGEL secure endpoint OS service and deliver highly secure access to cloud workspaces. A quick and easy onboarding, flexible on-premises or cloud deployment and a pay-as-you-grow licensing model, the IGEL MSP program enables you to offer your customers a modern, secure and cost-effective endpoint service that scales with their business.

NOT AN EXISTING IGEL PARTNER? BECOME AN IGEL MSP PARTNER

EXISTING IGEL PARTNER? JOIN THE IGEL MSP PARTNER PROGRAM

2

www.igel.com/become-an-igel-msp-partner/

Become an IGEL MSP Partner

NOT AN EXISTING PARTNER? CLICK HERE

IGEL MSP PROGRAM

IGEL is a transformative, secure endpoint OS designed for the SaaS, DaaS, VDI and secure browser world that is seamless to manage, saves money, fuels growth, and drives organizations forward. IGEL collaborates with leading technology providers to support their solutions and offer our customers a seamless user experience. IGEL redefines the endpoint for the enterprise in a cloud-based, hybrid work world.

Interested in becoming an IGEL question provider? Submit the questionnaire and we'll be in touch.

* required

IGEL MSP Partner Program (for Existing IGEL Partners only)

Company Info

Legal Company Name * Partner ID *

do not know my Partner ID

Contact Info

First Name * Last Name *

Phone Number * Email *

Legal Signatory (who is authorized to sign the MSP addendum)

First Name * Last Name *

Phone Number * Email *

BECOME AN IGEL MSP PARTNER

3

IGEL Velocity Program Managed Service Provider Addendum

BY CLICKING ON THE "ACCEPT" OR "AGREE" BUTTON OF THIS IGEL VELOCITY PROGRAM MANAGED SERVICE PROVIDER ADDENDUM (MSP ADDENDUM), YOU AS A MANAGED SERVICE PROVIDER AND ANY ENTITY THAT YOU REPRESENT (MSP) AND ANYONE TO WHOM MSP PROVIDES ACCESS TO THESE PRODUCTS OR THAT IS SERVING OR ACCESSING THESE PRODUCTS OR MSP'S SERVICES COLLECTIVELY ("AGREES") ARE UNCONDITIONALLY CONSENTING TO BE BOUND BY AND ARE BECOMING A PARTY TO THE MSP ADDENDUM TO THE IGEL VELOCITY PROGRAMS AND THEIR RESOLUTION AGREEMENT COLLECTIVELY ("AGREEMENT") AS DEFINED BELOW. THE AGREEMENT DEFINES THE TERMS AND CONDITIONS PURSUANT TO WHICH AGREES TO ALLOW YOU, AS A MSP, TO INSTALL AND RUN FOR PROSPECTED CUSTOMERS AND THEIR TIME ON FACILITIES THE SECURITY PRODUCT ("YOUR END USER") IN ACCORDANCE WITH IGEL'S MSP PROGRAM AS DETAILED HEREIN. IF YOU ARE ENTERING INTO THIS MSP ADDENDUM ON BEHALF OF YOUR EMPLOYER OR OTHER LEGAL ENTITY, YOU REPRESENT THAT YOU HAVE THE LEGAL AUTHORITY TO BIND MSP. MSP'S CONTINUED USE OF THE PRODUCTS PROVIDED BY IGEL TECHNOLOGY (IGEL) HEREBY ACCEPTS THE TERMS OF THE AGREEMENT. IF MSP DOES NOT UNCONDITIONALLY AGREE TO ALL OF THE TERMS OF THIS MSP ADDENDUM, CLICK THE "CANCEL" OR "SHOW ME A BETTER OFFER" BUTTON AND THE ACCOUNT REGISTRATION OR SETUP PROCESS WILL NOT CONTINUE. IF THESE TERMS ARE CONSIDERED AN OFFER, ACCEPTANCE IS EXPRESSLY LIMITED TO THESE TERMS.

4. Definitions

Defined terms used but not defined in this MSP Addendum shall have the meaning ascribed in the Agreement.

11. "Agree" means any person or entity when MSP provides access to the IGEL Products or the IGEL Services or accesses the IGEL Products or MSP Services, pursuant to the agreement including the IGEL Velocity Partner Program Guide and the MSP Addendum together with the MSP Program Guide which are made available to the Velocity Partner Program Guide.

12. "Agreement" means the IGEL Velocity Partner Program Managed Agreement including the IGEL Velocity Partner Program Guide and the MSP Addendum together with the MSP Program Guide which are made available to the Velocity Partner Program Guide.

13. "Managed Services" means other products, professional services, managed services, or business processes provided by the MSP and accessed with the IGEL Products to create a managed endpoint environment that is delivered to End Users and accessed by the IGEL Products and Services. The Managed Services must have MSP-specific branding, packaging, pricing or support in accordance with the Agreement, which information is from standard end-user provided IGEL Products and Services.

14. "MSP End User Managed Services Agreement" means the agreement between MSP and End User to provide the Managed Services.

15. MSP License

21. Subject to MSP's license to the IGEL Products, MSP shall not be permitted to sublicense, lease, rent, loan, or otherwise transfer the rights in the IGEL Products to End Users or to MSP's End Users. End Users agree to be bound by the terms of the Managed Services. 22. Nothing contained herein shall be construed to bind the parties to IGEL, in any way.

4

IGEL Managed Service Provider Program Guide

IGEL Managed Service Provider On-Boarding Guide

Simply **IGEL** it