



## PROFESSIONAL SERVICES Service Offering Description

### DISCOVERY JUMPSTART

The first step of managing an organization's encryption environment is to inventory the currently deployed encryption technologies. Using the Venafi discovery engine, Venafi Professional Services (PS) will survey a subset of an organization's environment and help find where encryption technologies are implemented. This service will be performed by a Venafi Consultant at the customer location in a five (5) day visit. The outcome of this engagement is a detailed inventory of the encryption technologies deployed in the targeted environment(s).

#### TASKS

The tasks to be performed by the Venafi Consultant are as follows:

- **Discovery planning:** The Venafi Consultant will work with the customer's project team to outline the steps needed to perform the discovery and agree on tasks, resources, and timelines for the duration of the engagement. This pre-planning meeting will be used to discuss prerequisites for the five (5) day onsite visit.
- **Venafi Implementation:** The Venafi Consultant will install and configure the Venafi discovery engine on a customer system. The discovery engine will be tuned for each customer in order to maximize the number of systems that can be discovered and minimize impact on the customer environment.
- **Targeted Discovery:** The Venafi Consultant will work with the project team to perform a limited discovery. Systems in immediate danger of outage may be identified at this stage.
- **Final Deliverable Creation:** The Venafi Consultant will assist the customer in creating a report that can be used to plan for the management of their encryption environment.

#### DELIVERABLES

The deliverables from this service are as follows:

- **Discovery Report:** This report will provide both a summary and details on the results of the discovery work done by the Venafi Consultant.
- **Discovery Report Meeting:** This meeting will discuss the results and findings of the discovery engagement. This meeting will be used to help the customer understand the recommended next steps for the management of the encryption environment.

## ASSUMPTIONS AND LIMITATIONS

This service has the following assumptions and limitations:

- Customer will provide:
  - A single technical point of contact to help the Venafi Consultant coordinate access to the required project materials and personnel.
  - All necessary equipment for the execution of the project tasks.
  - Involvement of the appropriate network, firewall, personnel, etc. to ensure appropriate connectivity to the target systems.
  - Response in a timely fashion to questions posed by Venafi regarding the project.
  - The onsite Venafi Consultant with any necessary building badges/passes, parking badges/passes and machine room badges/passes in order to carry out the service.
  - A safe working environment for onsite Venafi Consultant, including a workspace, telephone, and network access, if necessary to carry out the service.
- The installation of any Venafi standard products must be done in a configuration that is currently supported by Venafi.
- Venafi consultants may perform certain activities remotely (documentation, project management, etc.) that are still considered part of the service.
- This service will be performed at a single customer location in a single five (5) day visit. Delivery of the final report may happen after the Venafi Consultant has completed the on site visit in order to ensure review.
- Reasonable travel and living expenses are not included in the cost of the service.

## TERMS AND CONDITIONS

This service is offered subject to the standard terms of Venafi Professional Services, in effect as of the date the service is purchased by the customer.

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### About Venafi Professional Services

Venafi Professional Services helps organizations with the implementation of Venafi Systems Management for Encryption. As organizations work to control their encryption environments, they must ensure effective and comprehensive solutions—delivering cost savings, risk reduction, increased security, and compliance. Venafi Professional Services offers years of experience in system management and security to help organizations realize these goals. Expert consultants use well defined methodologies and processes to help rapidly and effectively unlock the value of Venafi products to improve ROI, while reducing the risks inherent in any IT project. Venafi works with organizations to plan, discover, manage, and monitor their encryption environments.

### About Venafi

Venafi invented systems management for encryption, enabling organizations to deploy, manage and control encryption technologies across their diverse operating systems and infrastructure environments – from the desktop to the datacenter. Venafi products provide automated discovery of encryption, application encryption configuration, key and certificate lifecycle management and reporting. The tangible business value for Venafi customers includes significantly reduced system failure due to under-managed encryption, increased operational efficiency, reduced operating costs, and improved compliance and data security. Venafi customers consist of some of the world's largest financial services, telecommunications, government, healthcare, restaurant, transportation and online and interactive services companies. For more information, go to [www.venafi.com](http://www.venafi.com).