



PROFESSIONAL SERVICES Service Offering Description

KICKSTART DEPLOYMENT

For those customers who are looking for a targeted deployment of Venafi Server Encryption Manager in a small, pilot environment, the Kickstart Deployment service is an ideal way to get the project off to a successful start. A Venafi Professional Services Consultant will go to a single customer location and install SEM, perform a targeted discovery, and place up to 25 systems under management. The outcome of this service is an implementation of SEM that will provide immediate value—preparing an organization to complete the targeted deployment with greater confidence and less risk.

This service will be performed by a Venafi Consultant at the customer location in a five (5) day visit.

TASKS

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

- **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.
- **SEM Implementation:** The Venafi Consultant will install and configure SEM 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 the impact on the customer environment.
- **Targeted Discovery:** The Venafi Consultant will work with the project team to do a targeted survey. Systems in immediate danger of outage may be identified at this stage.
- **Automation:** The Venafi Consultant will work with the customer project team to place up to 25 systems under the management with SEM.

DELIVERABLES

The deliverables from this service are as follows:

- **Trip Report:** A report that will provide a summary of the work done by the Venafi Consultant.

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.
- The service is limited to:
 - a single Certificate Authority;
 - systems that are all reachable from a single network segment;
 - installation in a single environment
 - a single workflow for existing encryption management.
- 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.

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.