

Partner Q&A - Waypoint Solutions Group

Dan Wilson of Waypoint Solutions Group discusses his partnership with Calyptix and the value of offering AccessEnforcer™ to his Customers

- Simple product offering for our team and our clients.
- Development team is responsive and results-focused.
- Single box configuration makes our job easier.
- Revenue opportunities are straightforward.
- Price point drives tremendous business value to customers.

Q. Can a single device solution truly provide a comprehensive feature set?

A. Calyptix has developed a single box product configuration that beats the competition hands-down. Implementing comparable features with competitive products requires the purchase of multiple modules and the price point for those modules is significantly higher than the AccessEnforcer. Performance is stellar. The AccessEnforcer provides an all-inclusive perimeter layer of security that doesn't interfere with network processes.

Q. Does a responsive development team help with your sales and implementation teams?

A. Yes. The immediacy and candid resolutions provided by Calyptix' development team gives us the confidence to go into unique implementation situations with no doubt that the system will be up and running on schedule. Our sales team can assure go live dates in closing deals and our implementation team can back them up with the Calyptix team in the wings.

Q. What makes Calyptix' revenue model so appealing?

A. Calyptix has created dual revenue opportunities for partners: the up front product sale and the service package sales on the backend. The pricing is so straightforward that quote development and total revenue calculations are obvious. The single device configuration makes the sale and the implementation simple.

Q. Is the product's value obvious to your customers?

A. AccessEnforcer is one of the strongest links in our circle of solution elements. Powerful features provided in a simple and price-conscious package allow our customers to afford to be comfortable with their security solution.

one box. one price. one solution.™

Dan Wilson is President of Waypoint Solutions Group.

Waypoint Solutions Group provides IT Managed Services, offering a broad range of business technology and support services to companies of every size. Waypoint has an established history of providing solutions that enable companies to grow and achieve business goals through technology.