

How (and Why) to Sell Remote WorkForce Basic VPN

When Your SMB Clients Need Remote WorkForce Basic VPN

Many small businesses simply need reliable, secure communications without complexity or high costs. Remote WorkForce Basic VPN is a modern cloud-VPN solution delivering encryption and protection for companies with straightforward security needs.

Perfect for SMBs that Need Secure Communications on a Budget

- Small teams (10-50 employees) working remotely or traveling
- Secure data transmission and public Wi-Fi safety
- Affordable security that fits tight budgets

What It Includes

- Full encryption of internet communications
- Malware blocking protection
- Customizable domain blocking
- Reports when users are on/off the network
- Basic connection activity tracking
- Cloud-based deployment no hardware to maintain

When to Recommend Basic VPN

- Client has 10-50 remote or hybrid employees
- Budget is a primary concern
- SaaS and email access is the main use case
- No compliance requirements for Zero Trust
- Client wants "set it and forget it" simplicity
- IT resources are mostly SaaS and cloud based

Your Value Proposition

Basic VPN provides essential security your small business clients need... encrypted connections, malware protection, and basic monitoring. It's the difference between leaving remote workers unprotected and having reliable, affordable security in place.

Partner Benefits

- Easy to sell with clear value proposition at attractive price point
- Low support burden
- Simple solution means fewer tickets
- Natural upgrade path as requirements grow
- Predictable recurring revenue streams
- Fast deployment—get clients protected quickly

Bottom Line for MSPs

Remote WorkForce Basic VPN is your answer for price-sensitive SMB clients who need secure communication without complexity. This cloud-VPN solution provides affordable protection that makes sense... for your clients and your business.

Contact your account executive to learn more about Remote WorkForce VPN/ZTNA.

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