How (and Why) to Sell
Remote WorkForce Enhanced VPN

Remote WorkForce Enhanced VPN is a modern cloud-based solution for SMBs that need secure corporate network access. It replaces aging SSL-VPN infrastructure while bridging the gap between Basic VPN protection and full Zero Trust, giving businesses the functionality they need without enterprise-level complexity or cost.

Perfect for SMBs that Need Direct Corporate Network Access

- Employees need to access company networks, file servers, internal applications, printers, and other corporate resources
- On-premise infrastructure or cloud resources requiring network-level access
- Seamless access as if working in the office, not just encrypted internet browsing
- Modern replacement for vulnerable SSL-VPN appliances

Remote Access for Hybrid Teams

- Companies with 10-100 employees
- Moved beyond "just getting online securely" to needing proper remote access infrastructure
- Network is a business asset that needs protecting and monitoring

What It Includes

- Complete Internet Encryption
- Direct access to corporate networks
- Detailed reports of user online activities
- Comprehensive visibility into who's accessing what and when
- Cloud-based, no SSL-VPN hardware to maintain
- No hidden fees or surprise charges
- Easy transition to ZTNA when they are ready

When to Recommend Enhanced VPN

- Client has on-premise servers, assets in the cloud, internal applications needing remote access
- Management wants access to detailed usage reports and activity logs
- Company has 10-100 employees with regular remote access needs
- Moving beyond simple internet security to actual network security
- Aren't ready for full Zero Trust architecture
- Want better protection without enterprise complexity and cost
- Looking to retire vulnerable SSL-VPN infrastructure

Your Value Proposition

Built for the reality of hybrid work and distributed operations across multiple locations.

Enhanced VPN delivers true network access for teams working anywhere - whether they're connecting to your corporate LAN, branch offices, or cloud resources in AWS, Azure, or GCP. Intelligent routing automatically directs each request to the right network, while employees access file servers, applications, and resources exactly as if they're in the office. You get complete visibility with detailed activity reporting showing what's happening across your entire distributed infrastructure. It's the difference between remote workers struggling with limited access and a truly distributed team working at full capacity.

Partner Benefits

- Clear value proposition—clients understand "access our network remotely with detailed reporting"
- Meaningful recurring revenue for your practice
- Solution handles complexity under the hood... straightforward support
- Natural upsell conversations when clients need more granular controls
- System automatically catalogs activity to facility Glide Path to ZTNA
- Solves a real problem, remote network access, that every SMB faces
- Modern cloud alternative to legacy SSL-VPN hardware

Bottom Line for MSPs

Remote WorkForce Enhanced VPN is your answer for established SMBs that need real remote access infrastructure. It replaces vulnerable SSL-VPN appliances with cloud-based corporate network connectivity and the visibility businesses demand, without enterprise complexity or cost. You're not just protecting internet traffic, you're enabling genuine remote productivity while giving clients the reporting and control they need to manage their distributed workforce effectively.

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

Remote WorkForce VPN/ZTNA