



Empower customers and grow your expertise with IAM solutions

Every digital exchange starts with establishing identity. Thales provides the solutions that create a reliable identity and access management (IAM) system for any organization.

Why effective IAM is critical to customers' IT

Today, companies and their users navigate a web of cloud platforms, virtual environments and networks and face significant risks:

- › Susceptibility to data breaches escalates
- › Rising IT management costs from inefficient identity oversight
- › Diminished user productivity due to password fatigue and reset issues
- › Increasingly difficult to comply with regulations from inadequate cloud access tracking

SafeNet Trusted Access

SafeNet Trusted Access enables quick deployment of multiple authentication journeys to expand MFA coverage, allowing customers to reduce insider and outsider threats.

ACCESS MANAGEMENT SOLUTIONS

Identity-as-a-Service	Cloud Single Sign On	Multi-Factor Authentication
SAML Authentication	Customer IAM	Governance Light

Get ahead of the challenges with a strong foundation



Simplified cloud access: Thales enables easy access to various cloud services through single sign-on (SSO) capabilities, streamlining user experience and reducing complexity.



Optimized security: Granular access policies enhance the security of organizational data and resources by ensuring only authorized access.



Scalability: Thales's solutions offer centralized management, allowing organizations to efficiently scale their operations while maintaining control over access and security.



Improved compliance: With increased visibility into cloud access events, Thales helps organizations better comply with various regulatory requirements, ensuring accountability and data protection.

About Thales

Thales is recognized by industry analysts as a leader in Access Management with worldwide references in security-conscious industries like finance services, healthcare and manufacturing.

Proven customer protection

- 180+ countries served
- 30,000+ clients worldwide
- 2 billion people use Thales solutions
- 200+ government programs deployed
- 3,000+ financial institutions using Thales solutions
- \$1 trillion inter-bank transfers protected daily

Partner-focused support

- Margin rich incentives and strong deal registration
- On-demand enablement and training
- Cutting edge partner portal and demand generation tools
- Over 740 technology integrations and 300+ Integration Partners
- Simple and personalized onboarding
- Accelerated sales cycle through guided selling

Succeed with support from Arrow and Thales

Arrow, Thales' largest North American distributor, delivers assistance channel partners need to boost their IT security expertise and provide unmatched guidance and know-how to their end-customers.

- **Arrow's Practice Accelerator Program:** A step-by-step program for channel partners — Thales *Enroll for Gold* Accelerator
- **Supplier manager:** Manages the relationship to set a joint strategy within Arrow for Thales enablement and go-to-market initiatives
- **Partner specialists:** Security sales operations and purchasing team assigned to Thales U.S. and Canada
- **Technical specialist:** Holds Thales technical certifications and attends weekly and quarterly technical reviews and trainings with the Thales technical and engineering teams
- **Automation:** Arrow automated quote to cash platform available for API quoting, purchasing, and invoicing
- **Professional services:** Available with advanced services, including packaged and custom installation and migration services and health checks
- **Marketing strategist:** Support growth objectives through customized campaigns that drive demand in the market and build pipeline
- **Upsell/Cross-sell:** Arrow provides renewal and refresh opportunities to help grow partner business and identify end-user leads; Thales supports qualifying deal registration opportunities

Take the next step with Arrow — [get in touch with us today.](#)