



Confidently communicate the value of security & compliance programs



WHAT YOU'LL LEARN

Learn how to rapidly scale your sales processes to effectively sell security & compliance and achieve higher margins and monthly recurring revenue.

This certification training enables serious security sales professionals and engineers with the sales know-how to sell and communicate security & compliance delivering through the Ostendio platform.

Course Overview

- ★ Learn how to confidently communicate the value of security & compliance programs, including:
 - Audit Readiness
 - Compliance Management
 - Third-party Risk Management
 - Advanced Risk Management
- ★ Confidently speak to use-cases and benefits of the Ostendio platform, and offer higher-value and higher dollar security & compliance solutions to your clients.
- ★ Securely enter new markets and increase market credibility as an Authorized Ostendio Solutions Reseller.



COURSE HIGHLIGHTS

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**Gain the Skills to
Sell Security &
Compliance to Drive
Higher Recurring
Revenue**

OSTENDIO

Sell Higher Margin Security & Compliance Solutions

- Learn how to sell operational security and compliance program to your clients. Communicate the value of the Ostendio platform that replaces redundant audit tasks with repeatable workflows, and saves clients up to 80% on audit prep time across 200+ cybersecurity certification frameworks.

Increase Client Retention and “Stickiness” by Delivering Security Program Efficiency

- Learn how to position your sales strategies meet evolving client needs, and rapidly scale sales processes to transition from standard onsite IT to security & compliance.

Differentiate Service Offerings and Avoid Price Wars Due to Market Commoditization

- Rise above the competition by communicating the value of operationalizing the most difficult part of security - the human element to accelerate client audit preparation over using spreadsheets, emails, portals, and other manual efforts.

Sell to the Executive Suite and Gain Access to Executive-level Discussions

- Expand client interactions beyond lower-level employees and earn a seat at executive and board-level discussions.

To maintain status as an Authorized Ostendio Solutions Reseller an individual must successfully complete the Authorized Ostendio Solutions Reseller Certification renewal training. To be classified as an Authorized Ostendio Solutions Reseller an organization must maintain at least one Authorized Ostendio Solutions Reseller on staff at all times. The pricing for the Authorized Ostendio Solutions Reseller Certification training is priced per individual trained. Certification lasts for 12 months from the last training completion date.