# BLOCK64

**ASSET MANAGEMENT FOR MODERN IT**

# BLOCK64 | OVERVIEW

## WHO WE ARE

Block 64 offers discovery and analytics platforms that empower our Partners to help customers across the globe. Our online portal provides you with a centralized blueprint of your customers' total IT infrastructure, including assets, cybersecurity threats, and cloud utilization metrics.  Our automated deliverables help you provide your customers with tailored insights and recommendations to act on these findings.

## WHY YOU SHOULD WORK WITH BLOCK 64

We help our Partners automate and analyze customer environments, delivering efficient insights that result in net new Partner pipeline, sales, and service opportunities.

# OUR PRODUCTS

## AGENTLESS DISCOVERY PLATFORM

### DISCOVERY APPLICATION

- Deploy in as little as 5 minutes
- Windows native application format
- Automated cloud, cybersecurity, and Modern Workplace assessments
- Ability to scope environments of up to 2,000 endpoints

### VIRTUAL APPLIANCE

- Deploy in 60 minutes or less
- Inventory up to 10,000 endpoints per appliance
- Assess SNMP devices, Apple computers, AIX environments, and proxy servers
- Leverage to achieve long-term subscriptions and engagements

## BLOCK 64 HOSTED SERVICE

### ANALYTICS PLATFORM

- Web-based platform accessible through any browser
- Easily manage your customers purchased licenses
- Asset Metadata Management for contracts and SaaS subscriptions

- Local dashboard to manage and communicate Partner and customer insights
- Ideal for customers who want to keep their data on-premises
- Generate automated reports for hardware, installed software, cybersecurity, and resource consumption

**"QUICKLY GENERATE INSIGHTS AND CUSTOM REPORTS ON CLIENT HARDWARE, INSTALLED SOFTWARE, CYBERSECURITY, M365, AZURE SECURE SCORES, AND RESOURCE CONSUMPTION."**

## ONBOARDING MADE SIMPLE

Block 64 assigns you a designated account manager to make the Partner onboarding experience as smooth as possible. The account manager is also there to ensure our Partners earn a tangible return on investment.

## BLOCK 64 PROVIDES:

**TAILORED PARTNER ONBOARDING PROGRAMS**

**CUSTOMIZED PARTNER TRAINING SESSIONS**

**INDUSTRY LEADING PARTNER TECHNICAL SUPPORT**

## TECHNICAL SUPPORT COVERAGE

Block 64 provides technical support for our Partners worldwide. For technical support, please contact support@block64.com.

| CRITICAL INSIGHTS | PARTNER ROI |
|---|---|
| ☑ 22% of endpoints are exposed to at least one critical security vulnerability | ☑ 3X increase in average closed won deal size |
| ☑ 43% of organizations have overlapping or redundant productivity solutions | ☑ 30% reduction in the average sales cycle |
| ☑ 29% is the average cost reduction opportunity uncovered through optimization | ☑ 15% increase in Cloud Mix (MRR) |

**LEARN MORE ABOUT HOW WE CAN HELP YOUR ORGANIZATION CONTACT US TODAY AT SALES@BLOCK64.COM**