

Portnox for Partners



92% of CISOs moving away from passwords – driven by risk, productivity losses and user experience

70% of new remote access deployments will utilize zero trust network access – replacing VPN

80% of breaches start with a stolen password

Portnox delivers the fastest, easiest path to universal zero trust – unifying NAC, ZTNA, and TACACS+ in a single cloud-native platform that eliminates passwords, hardware, and hidden costs, while reducing breach risk.



THE PROBLEM YOU'RE SOLVING

Cloud Modernization

Legacy NAC (Cisco ISE, ClearPass, Forescout) is expensive to buy, painful to maintain, and built for a world that no longer exists.

Passwordless

While the risks of passwords are well known – most organizations are still fully password-dependent.

VPN replacement

Hybrid workforces need secure access to apps and data from anywhere, and VPNs aren't cutting it.

Operational Efficiency

IT teams are stretched thin managing hardware appliances they didn't budget to replace.



WHAT PORTNOX DOES

One cloud-native platform. Three core capabilities.



NAC

Controls which devices can connect to the network. **Replaces Cisco ISE, Aruba ClearPass, Forescout.**



ZTNA

Secures remote/hybrid access to apps without VPNs or passwords. **Complements NAC and compares to Zscaler, Cloudflare Zero Trust, and Palo Alto Prisma Access.**



TACACS+

Manages access to routers, switches, and network infrastructure. **Replaces solutions like Cisco ISE TACACS, Aruba ClearPass TACACS, and Fortinet FortiAuthenticator.**



VALUE WE DELIVER

287% ROI

\$5M Net present value

<6 mo. Payback period

40% Reduction in networking costs

75% Reduced breach risk

90% Faster deployment

Source: Forrester TEI Study, Dec 2025

[Download Forrester's Total Economic Impact Study of Portnox Cloud >>](#)



WHO BUYS

Typical Customer Profiles:

- Fortune 2000 and mid-enterprise organizations
- Compliance and security-driven industries including: financial services, healthcare, technology, education, energy, retail, and industrial sectors
- Organizations with complex/ distributed networks

WHEN WE WIN

Common Buying Triggers:

- **Replacing legacy NAC**
(Cisco ISE, Aruba ClearPass, Forescout)
- **Zero trust & VPN replacement initiatives** supporting hybrid or remote workforces
- **Passwordless or identity-first security initiatives**
- **Compliance-driven security programs** (HIPAA, PCI, SOC 2, CIS, NIST, etc.)
- **Rapid growth, distributed networks, or M&A** requiring fast onboarding of users, devices, and locations

Competitive Positioning:

- **Cisco ISE** – strong enterprise presence, hardware is complex to manage and maintain
- **Aruba ClearPass** – feature-rich offering that requires ongoing appliance management
- **Forescout Platform** – robust device discovery, high total cost of ownership
- **Fortinet FortiNAC** – integrates with Fortinet’s ecosystem, but limited innovation and declining support

WHAT TO ASK

Discovery Questions:

- “Are your access policies across network, apps, and admin consistent?”
- “What’s driving your access control strategy - time to value, modernization, or simplicity?”
- “How much risk does passwords create?”
- “How well is your VPN supporting hybrid work?”
- “How much time is spent on updates/maintenance?”

LISTEN FOR

Zero trust projects:

“We’re trying to implement zero trust”

Legacy infrastructure frustration:

“We’re tired of maintaining Cisco ISE.”
“Forescout costs too much.”

Security or compliance pressure:

“We need to meet CIS / PCI / NIST requirements.”
“We’re worried about credential attacks.”

Device visibility gaps:

“We can’t see every device on our network, BYOD/IoT.”

Identity and access management problems:

“Our VPN/MFA situation is a mess.”
“We’re exploring passwordless or phishing-resistant authentication.”

Operational or scaling challenges:

“Deployment stalled due to complexity”
“Our IT team is stretched thin... lean IT”

Access fragmentation / architecture gaps:

“Inconsistent policies across network, apps, & admins.”
“Tools don’t integrate well across our environment.”

WHY ADD PORTNOX TO YOUR LINE CARD

Fast to Close

[Forrester ROI calculator](#) makes the C-suite case for you.

Ready-to-Use Tools

Sales playbooks, objection handling, SE demo environments, free trials.

SECURING THOUSANDS OF ENTERPRISES & MILLIONS OF DEVICES WORLDWIDE

REGISTER A DEAL • REQUEST A DEMO • EXPLORE THE PARTNER PROGRAM

PARTNERS@PORTNOX.COM | PORTNOX.COM/PARTNERS | PORTNOX.COM/DEAL-REGISTRATION