

Introduction/Background

Ironsphere, with its multitenant architecture, enables multiple users to share multiple isolated and virtually separated Ironsphere services running on a single instance. Based on this architecture, several groups of users representing different customers, business units or subsidiaries, i.e., tenants, can be created.

Challenges for Data Center Providers and Companies

Data Center Service Providers bring connectivity, cloud computing, and IoT edge services to customers looking to optimize their data center footprint and decrease operational costs. A recent study by Gartner (“Magic Quadrant for Data Center Outsourcing and Hybrid Infrastructure Managed Services, Europe”) indicates that, while customers are willing to reduce their data center footprint, they also want to leverage the extensive capabilities of Data Center Service Providers. Taking that into consideration, Data Center Service Providers are in search of new solutions, to support sustainable growth and generate new revenue streams, in order to meet the needs of its customer portfolios.

On the other hand, with the increasing complexity of compliance, and the growing risk of data breaches, even as public cloud, hybrid cloud and multi-cloud solutions are being implemented, businesses of all sizes need support in protecting what they connect and secure privileged accounts, as privileged access is the primary target of advanced cyberattacks. However, most of the companies still lack initiatives to deploy privileged access management solutions, due to high on-premises installation and maintenance costs and not having a large enough or specialized IT workforce to manage a privileged access management solution.

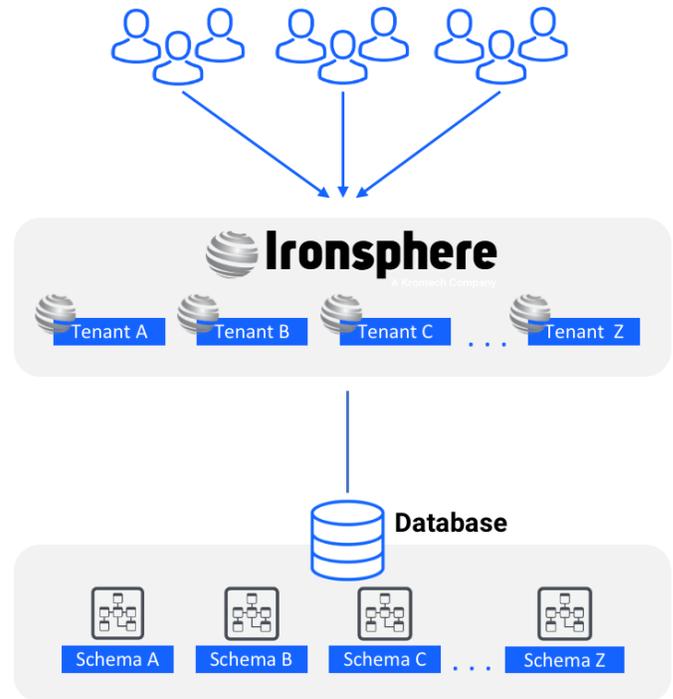


Figure 1 – Ironsphere Multitenant Architecture

Private PAM as a Service with Ironsphere Multitenancy

Ironsphere’s multitenancy is a value-added feature for Data Center Service Providers, enabling them to offer PAM as a service to their customer portfolio. With multitenancy, Data Center Service Providers can create multiple instances with partitioned domains that ensure greater security and process automation. Multiple isolated and virtually separated services can serve different customers, as if they have their own dedicated instance.

Meanwhile, with PAM as a service, customers will benefit from a privileged access management solution without any additional infrastructure and IT burden.

Centralized Management for DC Providers

Data Center Service Providers can create tenants and assign administrators to each tenant. The tenant admin has the privilege of setting roles and access user permissions within the tenant environment.

Tenants are logically isolated from each other, and each tenant’s data remains invisible to other tenants. For data security purposes, a separate schema is created on the database for each tenant.

Managing PAM as a Service through a single platform will increase the visibility of the operations, resulting in faster response rates to incidents.

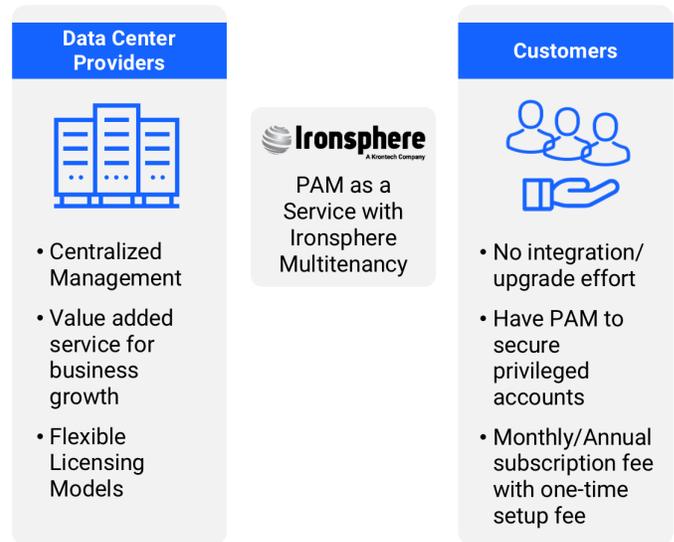


Figure 2 – PAM as a Service with Multitenancy

Value-Added Service for New Revenue Streams

As Data Center Service Providers struggle to polish their value proposition through new value-added solutions, offering PAM as a service is a good match for customers looking to secure privileged access to their systems located at data centers. In addition to securing privileged accounts, PAM as a service provides various other benefits to customers:

- Fast deployment without added burden on internal teams.
- Easy integration with various IT systems, such as ticketing, SIEM, and email servers.
- High availability with the Data Center’s existing capabilities.

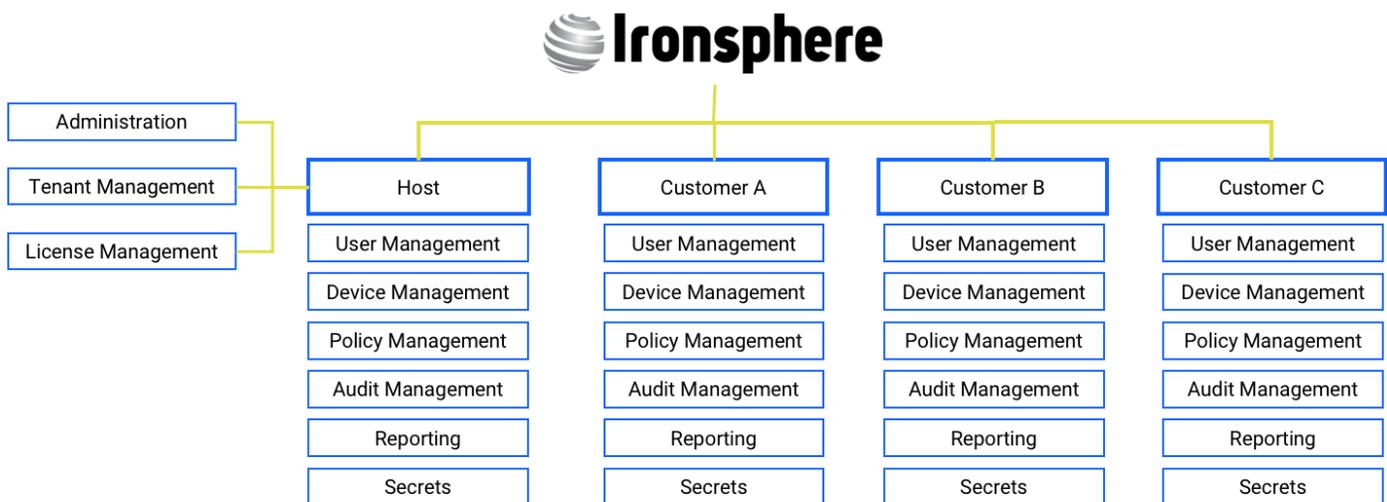


Figure 3 – Multitenancy Architecture for Private PAM as a Service

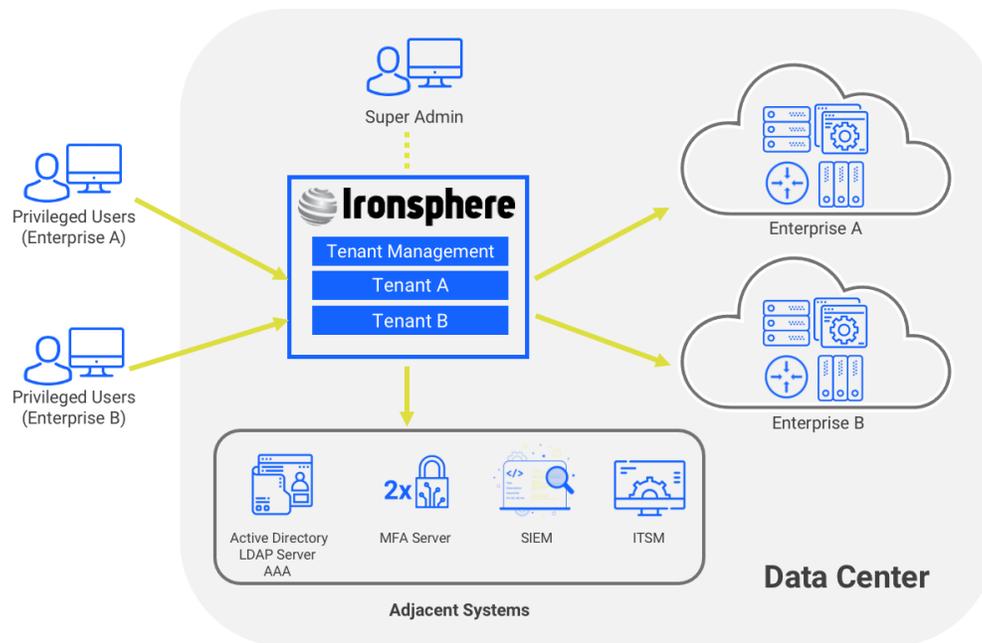


Figure 4 – PAM as a Service

Flexible Licensing Models

Ironsphere's multitenant architecture supports flexible license management by brokering the total license number and assigning/revoking them to their customers on-demand. To illustrate, they can assign, as well as withdraw licenses to a customer at any time, based on the customer's needs and requirements. Thus, Data Center Service Providers can offer subscription models valid for a limited time, and once those subscriptions expire, the released licenses can be assigned to other customers. In addition, a pay-as-you-grow model can be offered, allowing customers to increase their license volume as their business grows.

No Integration/Upgrade Effort for Enterprises

As service providers manage integration and maintenance activities, there will be no additional effort required from their customer's IT teams to manage the PAM solution. Furthermore, Data Center Service Providers can manage access to the servers on behalf of customers that do not wish to dedicate IT resources to manage their users and access policies.

Protect Privileged Accounts with PAM

With PAM, companies will track and secure privileged access to their systems located at private data centers, addressing internal/external threats and regulatory compliance.

- Control access to a system without exposing the system credentials and remove personal administrative rights.
- Limit administrators' access to a restricted number of necessary systems and what they can do on those systems.
- Ensure access to the systems is for legitimate business purposes only, with controls including Multi-Factor-Authentication, Managerial Approval, ITSM ticket validation.
- Ensure proper non employee access to the organization's resources on a controlled and temporary basis.
- Record a clear trail of any changes made while using privileged accounts.

Monthly/Annual Subscription Fee

Companies will benefit from subscription models, enabling them to license the software for a limited time. Once those subscriptions expire, they can discontinue or extend the service for a defined period. In addition, they can extend the number of licenses as their business grows, based on a pay-as-you-grow model.

Conclusion

Ironsphere's PAM as a Service solution offers various benefits to Data Center Service Providers and companies looking for a PAM solution to protect their assets at private data centers.

- Track and secure enterprises' privileged access to their systems located at private data centers.
- Multiple customers share a single Ironsphere instance while isolated from each other; simplified administration and operation for the Data Center Service Provider.
- Enterprises consume PAM as a Service by means of a hosted and managed Ironsphere instance, with fast deployment and leveraging the existing integrations of the Data Center Service Provider.
- Monthly/Annual subscription-based service for enterprises.

