

Jamf Partner Enablement Guide: Sales



Success starts here.

The Sales Jamf Partner Welcome Kit will provide your sales team with quick access to essential and frequently used information to effectively sell Jamf.

Empower your customers' organisations to succeed with Apple.

Jamf is the only Apple Enterprise Management solution of scale that automates the entire lifecycle of Apple in the enterprise, including device deployment, management and security, without negatively impacting the end-user experience or requiring IT to touch the device. From the moment an Apple device is opened, Jamf optimises the end-to-end Apple enterprise experience for IT and end users.

With a sole focus on the Apple ecosystem, industry leaders across the globe choose Jamf to:



Automate the entire lifecycle of Apple management



Personalise Apple devices to a specific user's needs



Preserve the Apple device experience user's demand



Access the largest Apple IT community on the planet

Helpful links



[Jamf Contact Guide](#)



[Partner Guide: Sales Processes](#)

Why pair Jamf with Apple?

Jamf is the only solution for the enterprise that remotely connects, manages and protects Apple users, devices and services.



Connect Users

- Account provisioning
- Identity management
- Password sync
- Conditional access
- Customised app store



Manage Devices

- Zero-touch deployment
- Device management
- App lifecycle management
- Customised inventory
- Security enforcement



Protect Endpoints

- Antivirus protection
- Compliance monitoring
- Security visibility
- Behaviour detections
- Threat hunting

- ✓ Same-day Apple OS support for every macOS, iOS, iPadOS and tvOS release
- ✓ Industry-specific apps and workflows to meet your exact needs

Tailor-made partner resources



Jamf.info

Get instant access to our latest resources

[Commercial Education](#)



Channel Sales Plays

Helpful resources to leverage in conversations with prospects and customers

[Commercial Education](#)



Partner Boot Camp

On-demand online training sessions created exclusively to support our partners

[Commercial Education](#)



[Apple Enterprise Management](#)

Discover how Jamf, leader in the Apple Enterprise Management software category, can help your customers

Bolster your business with Jamf



Apple in the enterprise is growing and your customers need a solution to manage, connect and protect their Apple devices and users.



It's easy to add Jamf to your Apple hardware sales to give your customers a complete Apple solution.



Once their devices are managed by Jamf, companies tend to purchase more Apple hardware to support their businesses.

Research shows Jamf solutions benefit across many key business objectives:

Organisations using an Apple Enterprise Solution with the capabilities of Jamf can see the following benefits:



reduction in time spent on ongoing **device management**



reduction in time spent remediating **incidents & vulnerabilities**



reduction in time spent on **device provisioning and deployment**



reduction in probability of **security and/or compliance incident**

What sets Jamf apart



Whole product experience



Same day Apple OS support

20^{yrs}

Enterprise experience



Apple first



The definitive leader

Jamf is the [definitive leader](#) in the software category of **Apple Enterprise Management, just ask IDC!**

Enterprise doesn't have to mean a company of 500 or more people anymore, it's the devices and users combined that define enterprise management. So, whether you're working with a customer that has 3 devices or 3,000, Jamf can meet their needs.

Want to learn more?

Check out [our video](#) and share with your prospects and customers.

IDC MarketScape Worldwide Unified Endpoint Management Software for Apple Devices, 2021



Busting the myth of unified enterprise management

The vision of unified endpoint management (UEM), where all devices are managed by a single tool, has failed to be successfully implemented by most enterprise organisations. In fact, a [Forrester Research](#) analyst cites less than 5% of organisations are adopting modern management solutions or leveraging UEM.

When organisations apply solutions that were designed for non-Apple operating systems, they fall short and often leave IT and users vulnerable to security threats, high-cost breaches or simply poor experiences and inefficiencies. That's why Jamf's Apple-focused approach means more comprehensive, reliable management for your customers' Apple fleets.

Positioning Jamf

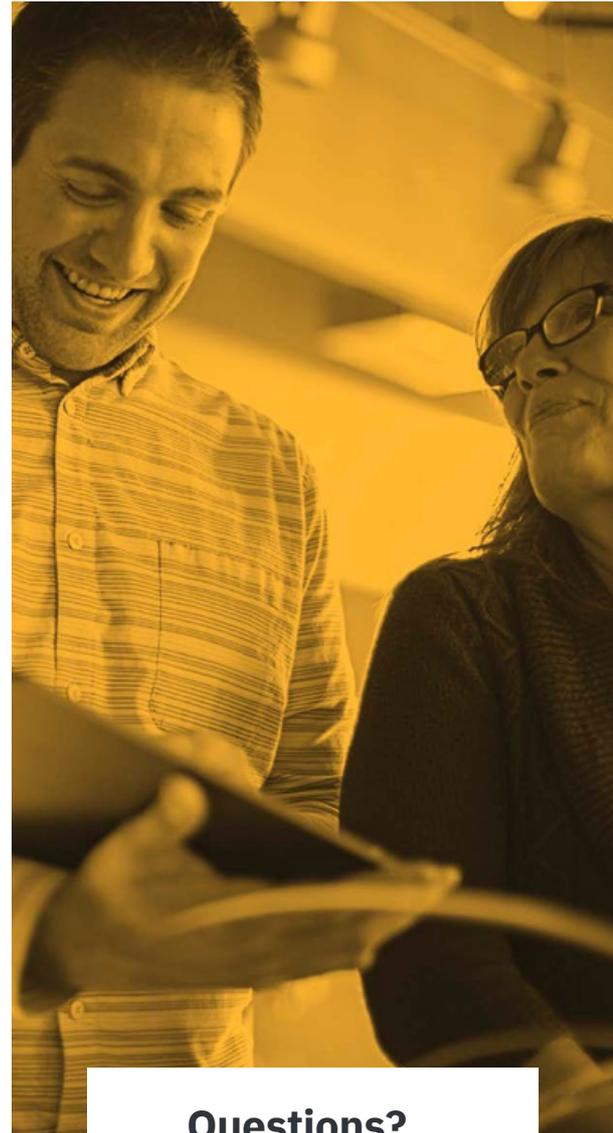
Unlike competitors, Jamf preserves the native and consistent Apple experience that people expect at work while fulfilling the security, compliance and privacy requirements of the enterprise.

- Jamf has grown from a mobile device management provider into an enterprise platform in a new category of software: Apple Enterprise Management.
- Jamf is the only Apple Enterprise Management solution of scale, making it the best option to help organisations fully connect, manage and protect their Apple products.
- Jamf's Apple Enterprise Management platform helps organisations and IT admins connect users to resources, manage devices and applications, and protect devices, data and users.

Starting conversations with Apple customers and prospects

Offering Jamf to customers and prospects interested in Apple devices is key to increasing Apple loyalty and business, while also increasing your own margins on each sale.

Make sure to also utilise the multitude of additional Jamf resources to support your credibility and to effectively illustrate the advantages of Jamf to your customers. A great place to start as a partner is our conversation guide below, which provides additional talking points, discovery questions and more.



Questions?

Please contact your Distology representative on 0161 914 7798



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