

**SERVICES BRIEF**

# Proven Path Level 1: Foundation

**Venafi Professional Services offering that accomplishes the first stage of the Venafi Maturity Model**

## Venafi Professional Services Proven Path Level 1: Foundation

With this offering, new customers are brought to the “Foundation” level of the Venafi maturity model in a 90-day deployment window through an easily scheduled fixed-fee engagement.

### Why Customers Purchase Professional Services<sup>1</sup>

1. Designed for optimum solution effectiveness
2. Customized integration
3. Reduced deployment time
4. Minimized deployment risk

### Advantages of Using Proven Path

- Proven methodology based on over a decade of experience
- Access to best practices
- Accelerated time to value
- Opportunity to use Venafi team members or certified partners
- Flexibility to select on-site and remote options

### 50% Faster

The majority of customers who use Venafi Professional Services speed up their implementations by over 50%.<sup>2</sup>

## Getting Started with Venafi

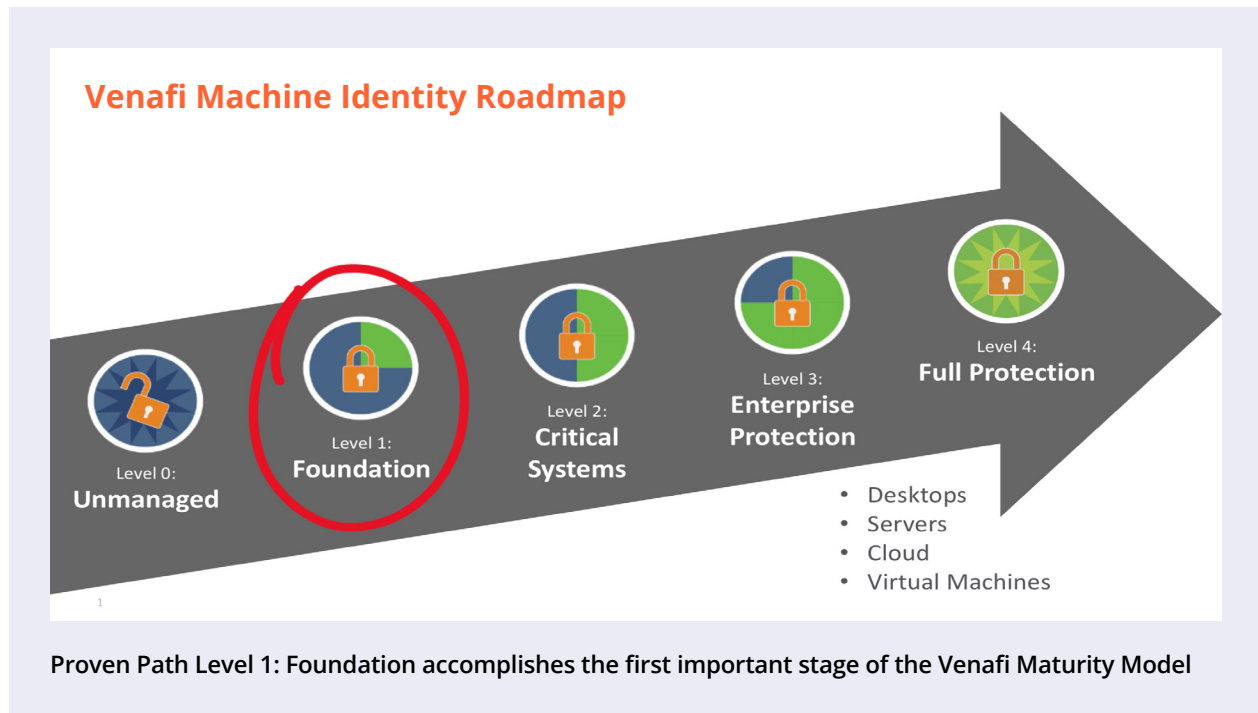
More than 70% of Venafi customers decide to accelerate their implementations and reduce risk by using professional services provided by experts who are exclusively dedicated to protecting machine identities. As part of the Venafi Professional Services offerings, the Venafi Proven Path methodology provides expert consultation and guidance in a proven and flexible format that leverages over a decade of best practices and hands-on experience.

The first “Foundation” component of the Proven Path approach is a critical step to understanding the state of machine identities in your organization. It starts you on a path that ensures your machine identities are continually secure and robust.

## Turning to the Experts

As the leader in machine identity management, Venafi has invested over 15 years in helping the world’s Global 5000 organizations gain visibility, intelligence and automation over their machine identities. From assessing and securing cryptographic keys to automating the life cycles of digital certificates, Venafi is the expert you can rely on in even the largest of enterprise environments.

As part of digital transformation, the number of machines on networks continues to explode. Enterprises are faced with the complex challenge of securing a growing number of machine identities—and every organization is unique. The Venafi Professional Services group gives you the expertise



needed to maximize the value of your investment in the Venafi Platform, offering a comprehensive set of services—including solution planning, design, deployment and configuration—that integrates the Venafi solution with your IT environment. Because of the expert guidance that is provided, Venafi ensures your machine identities are fully protected.

### Proven Path – Level 1: Foundation

Level 1: Foundation is a fixed-rate offering that delivers a set outcome for new customers, bringing them to the “Foundation” level of the Venafi maturity model. Once a 90-day deployment window kicks off, Level 1: Foundation rapidly and effectively delivers these resources:

- Best practice, on-demand webcasts
- Workbooks, checklists and templates
- Easy-to-use tools and utilities
- An assigned Engagement Manager
- One-on-one time with a Venafi Architect to deploy a single infrastructure within the customer environment (scheduled in one to four-hour blocks).

### Venafi Maturity Model

- ✓ **Level 1: Foundation.** Build a foundation of security with a focus on known and trusted keys and certificates.
- **Level 2: Critical Systems.** Secure and protect keys and certificates on all business-critical infrastructure.
- **Level 3: Enterprise Protection.** Secure and protect all keys and certificates across the enterprise to reduce costs and extract more business value.
- **Level 4: Full Protection.** Respond quickly to internal and external threats and security incidents related to keys and certificates.



## The Ten Steps in Level 1

As the important first phase in a long and rewarding journey, Level 1: Foundation includes these 10 steps in every engagement:

### 1. Venafi Platform Architecture Documented

The Venafi Platform architecture is documented, including server configuration (CPU, memory, disk, etc.), Venafi services on each server and placement of servers on the network. Services that are integrated with Venafi—such as SMTP, HSMS, Active Directory, Certificate Authorities (CAs) and other systems—should also be documented.

### 2. Venafi Platform Installed and Operational

The Venafi Platform and database servers are installed and operational in a production environment. This ensures that the base platform can enable configuration and ultimately roll out a certificate management program.

### 3. Post-Installation Configuration Checklist Completed

Venafi Professional Services delivers and completes a post-installation configuration checklist that verifies all components of the Venafi Platform are properly configured, according to established best practices.

### 4. Venafi Platform Test Plan Successfully Executed

A documented test plan for the Venafi Platform provides a repeatable process for validating the

proper operation of the platform following changes, patches and upgrades. Typically, organizations will make these changes in development, test or acceptance environments before updating production systems. The test plan ensures that all changes are adequately tested, reducing the risk of downtime or service interruption in production.

### 5. Venafi Platform Configured for Certificate Enrollment

Venafi's Aperture portal—used for certificate enrollment—is configured and operational on at least one server (this doesn't necessarily mean all internal teams are using Aperture at this stage). Once Aperture is configured, testing is performed to verify the end-user experience and that all locked policies are properly applied.

### 6. Notifications Configured Per Best Practices

Notification rules and channels are configured for certificate expirations, CRL expirations and errors and issues. Providing reports and notifications for upcoming certificate expirations is the first line of defense against certificate-related outages.

### 7. Approved CAs Configured for Enrollment

The Venafi Platform is configured with necessary credentials and individual templates needed to request certificates from approved CAs, using the CA-configured appropriate templates. Ports are opened as necessary to enable communication with the CAs.

## 8. All Known Certificates Imported from CA(s)

Certificates are imported from known CAs and other relevant sources.

## 9. Immediate Machine Identity Risks Identified and Prioritized

The inventory of certificates in the Venafi Platform is reviewed and vulnerabilities/issues are identified. Application owners are notified and a remediation plan to replace out-of-compliance certificates is documented.

## 10. Venafi Platform Upgrade and Patch Schedule Established

Finally, a documented plan for scheduled upgrades to the Venafi Platform is established to keep the implementation on a fully-supported version. This plan is tested by implementing an upgrade in the development and test environments. This verifies the process is successful before deploying to production.

**Proven Path Level 1: Foundation** is available to new Venafi customers only. It's the critical first step in protecting the ever-expanding number of machine

identities across your enterprise—through a fixed-rate, fixed-outcome offering based on an easily scheduled engagement. Contact us to learn how you can optimize your Venafi investment. You can reach out to your account executive or send us a message through our website: [venafi.com/contact-us](https://venafi.com/contact-us).

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## References

1. Source: TechValidate. TVID: 22A-286-4B4.
2. Source: TechValidate. TVID: 0FB-935-2DE.

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Venafi is the cybersecurity market leader in machine identity management, securing the cryptographic keys and digital certificates on which every business and government depends to deliver safe machine-to-machine communication. Organizations use Venafi key and certificate security to protect communications, commerce, critical systems and data, and mobile and user access. **To learn more, visit [venafi.com](https://venafi.com)**