

## Partner Accelerator: Saviynt Value Impact

### Training Datasheet

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### Course Overview

Embark on a journey to mastery with "*Partner Accelerator: Saviynt Value Impact*" training, exclusively tailored for sales leaders, managers, and pivotal decision-makers within the Saviynt partner network. Over an immersive two-day journey, this course will equip you with the essential knowledge to engage, persuade, and secure prospects and customers with confidence and insight. You'll gain a comprehensive understanding of Saviynt's premier converged identity platform, delving into each core component and its strategic applications in real-world scenarios. This curriculum goes beyond mere feature exposition; it's an interactive roadmap to mastering Saviynt's Identity Cloud platform, with a sharp focus on amplifying ROI and accelerating time-to-value across diverse industry landscapes. With live case studies and tailored content, you'll learn how to craft compelling Identity Security narratives that resonate, leveraging the full potential of the latest version of Saviynt Identity Cloud.

#### Course Duration

- 16 CPE hours of on-demand video content

#### Target Audience

- IAM Managers & Sr. Managers
- Identity Practice Leads
- Saviynt Architects and Consultants

#### Delivery Methods

- Self-paced only

#### Lab Environment

- E-learning content only

#### Prerequisites

- This training course has no prerequisites

# Course Objectives

Below are the learning objectives of this course:

- Understand Saviynt's journey and product evolution.
- Gain a comprehensive understanding of Saviynt's premier converged identity platform.
- Gain essential knowledge to engage, persuade, and secure prospects and customers.
- Understand how Saviynt helps in maximizing ROI and reduces time-to-value.
- Learn about business problems solved by Saviynt in many industry verticals.
- Learn about customer case studies.
- Understand the principles to build a successful IGA program with Saviynt Identity Cloud.
- Understand how Saviynt Identity Cloud methodology helps businesses personalize their experience to increase ROI and reduce time-to-value.
- Learn how to craft compelling Identity Security narratives that resonate, leveraging the full potential of the latest version of Saviynt Identity Cloud v24.x.
- Walkthrough of BVA (Business Value Analysis).

# Course Outline

## Module 01 | Introduction to Converged Identity

- Lesson 1: Saviynt History and the Road to Being a Market Leader
  - Company history
  - Our founders
  - Product lines
  - Analyst corner - Gartner, Forrester etc.
- Lesson 2: Saviynt Identity Cloud – Identity on Cloud
  - Converged platform - Saviynt Identity on Cloud
  - Building blocks for IGA
  - Building blocks for PAM
  - Building blocks for AAG
  - Building blocks for External Identity and Risk Management (TPAG)
  - Key differentiators (security, scalability, FedRAMP, cost of maintenance etc.)
- Lesson 3: Platform Architecture and Key Differentiators
  - Platform Architecture
  - Product Release Cycle
  - Saviynt Exchange
  - Key Differentiators

## Module 02 | Getting Started with Saviynt Identity Cloud

- Lesson 1: Introduction to Saviynt Identity Cloud Offerings
  - Getting started with IGA (classification of apps and rapid onboarding)
  - Migration and accelerators for IGA
  - Getting started with Application Access Governance (AAG)
  - Getting started with External Identity and Risk Management (TPAG)
  - Getting started with Privileged Access Management (CPAM)
- Lesson 2: Demo of Saviynt Business Value Analysis (BVA)
  - Why should sellers care about BVA?
  - Defining business values qualitatively and quantitatively
  - Better discovery and business objectives
  - Measuring key outcomes and outputs

## **Module 03 | Industry Solutions on Saviynt Identity Cloud**

- Lesson 1: Transformations in Healthcare Sector
  - Unique business problems in the health sector
  - How Saviynt has changed the game
  - Industry case studies
- Lesson 2: Transformations in the Energy Sector
  - Unique business problems in the energy sector
  - How Saviynt has changed the game
  - Industry case studies
- Lesson 3: Transformations in the Finance Sector
  - Unique business problems
  - Credit unions/regional banks
  - Industry case studies
- Lesson 4: Transformations in the Education Sector
  - Unique business problems in the education sector
  - How Saviynt has changed the game
  - Industry case studies
- Lesson 5: Transformations in the Manufacturing Sector
  - Unique business problems in the manufacturing sector
  - How Saviynt has changed the game
  - Industry case studies

## **Module 04 | Partner with Saviynt for Predictable Outcomes**

- Lesson 1: Saviynt Identity Cloud Delivery Methodology
  - Core tenets of the Saviynt Identity Cloud methodology
  - Methodology framework
  - Shortcomings of traditional methodologies
  - Cost savings & quick time-to-value
  - Predictable outcomes
- Lesson 2: Bring it All Together
  - Definition of a successful identity program
  - Saviynt success packages
  - Saviynt support offerings
  - Become part of the Saviynt Community
  - Product roadmap

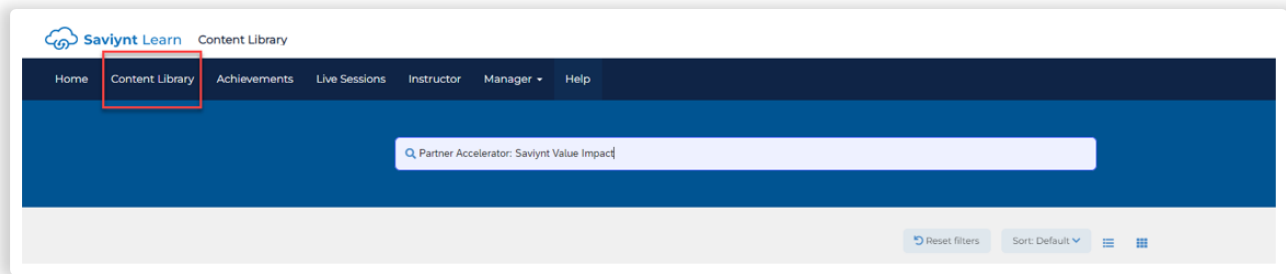
## Upon Training Completion

On completing this training course, Saviynt will provide you with a course completion certificate. A sample of the certificate is shown below:



# Get Started Now!

1. To start this training, please login or sign up for the [Saviynt Learning Portal](#).
2. Please work with your designated learning admin to obtain access to the Saviynt Learning portal, if you have never logged in before.
3. Once logged in, simply search for the name of this course (Partner Accelerator: Saviynt Value Impact) under the "Content Library" tab as shown in the screenshot below.



4. Get started taking the course.

Should you have any questions, please reach out to [training.support@saviynt.com](mailto:training.support@saviynt.com)