



# Remote PAM

■ IT Security made in Germany

■ About us

# Over 20 years of experience

amitego AG is a dynamic and innovative company specializing in cybersecurity solutions and IT infrastructure Remote Access. **Made in Germany.**

Established in 2003, amitego has swiftly positioned itself as a trusted partner for businesses seeking cutting-edge technologies to safeguard their digital assets.

📍 Zürich, Schweiz

Sales & Service Europe

📍 Guatemala City, Guatemala

Sales & Services Latin Americas

📍 Stuttgart, Deutschland

Research, Development & Support

📍 Laax, Schweiz

Research, Development & Support



■ Meet the Team

# Family-owned and led by the next generation, built for the future.

At amitego, we operate internationally, combining global reach with deep local expertise.



**Jan Zeppernick**



CEO



**Gerd Simon**



Co-Founder & Chairman of the board



**Tillmann Basien**



Co-Founder & Senior Advisor



**Sebastian Löw**



Head of Product



**Ali Parnan**

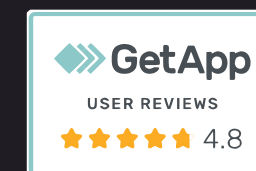


CTO

■ Our Solution

# Remote Access Management

Effective, streamlined and  
quick to implement



### Privileged Remote Access

#### Secure access for everyone. Centralised and documented.

With VISULOX, you can manage all privileged access via a central platform without a direct connection to the IT infrastructure. You decide who, when, for how long and for what purpose. Every action is clearly assigned, recorded and fully documented.

### Fast Start

#### Implemented <2 days – without any IT changes

VISULOX wird im laufenden Betrieb eingeführt, ohne Eingriffe in bestehende Prozesse oder monatelanges Projekt. Die Lösung dockt an Ihre vorhandene Infrastruktur an und funktioniert in On-Prem-, Cloud- und Hybrid-Umgebungen. Für sofortige Kontrolle ohne Umwege.

### Easy to use

#### Intuitive and consistent across the back-end and front-end

A third-party vendor compromise brought down one of the world's largest hotel and casino operators.

### German / Swiss solution

#### IT experts at your side, no anonymous ticketing system

VISULOX is developed in Germany and Switzerland – free from geopolitical risks and offering long-term reliability for safety-critical infrastructure. It is created by a team of experts with over 30 years' experience in IT security and enterprise IT.

### Predictable costs

#### Transparent pricing with no surprises

VISULOX offers a straightforward licensing model with no hidden costs. There are no additional charges for database or endpoint licences, nor is any specific hardware required. You only pay for what you actually use. It's easy to calculate.



## 01 We need to give external vendors and admins remote access, but how do we stay in control and remain GDPR & NIS2 compliant?

### ! Challenge

VPN + RDP is uncontrolled and non-auditable. US-based cloud solutions fall under the **CLOUD Act**, no real data sovereignty. NIS2 demands proof of access control.

### ✓ Visulox Answer

**German company, hosted in Germany**, no US parent. Full session recording, tamper-proof audit logs, built for NIS2, GDPR, and BSI IT-Grundschutz compliance. Zero data transfer to third countries.

## 02 CyberArk and BeyondTrust are too expensive and complex for us — is there a real alternative we can actually operate?

### ! Challenge

Enterprise PAM tools require **months of implementation**, expensive consultants, and dedicated specialists. SMBs and mid-market are practically locked out.

### ✓ Visulox Answer

**Fast deployment, no PAM specialists needed.** Transparent licensing with no hidden modules. German-speaking support. Enterprise-grade security at mid-market pricing.

### 03 We operate critical infrastructure, which PAM solution meets KRITIS & NIS2 requirements without US dependency?

#### ! Challenge

NIS2 and KRITIS mandate verifiable access control on critical systems. **US vendors cannot prevent government data access** under US law, a dealbreaker for regulated operators.

#### ✓ Visulox Answer

**German jurisdiction, no US parent company.** Four-eyes principle, granular role-based access, full session traceability, designed specifically for KRITIS and NIS2 obligations.

### 04 How do we prevent privileged account abuse, from insiders as well as external contractors?

#### ! Challenge

Shared admin passwords, uncontrolled vendor access, and no audit trail are the **top attack vector** in breaches according to the BSI threat report.

#### ✓ Visulox Answer

Central **password vault**, time-limited access grants, MFA enforcement, full session recording with video replay. Vendors never see credentials directly.

■ Dezentrale Remote PAM Plattform

# Maximum control over privileged access, minimal disruption

Visulox enables partners to deliver secure, centralised and fully audited remote access to their customers — deployed in under two days, agentless and without disrupting existing operations. Transparent licensing eliminates hidden costs and administrative overhead, making it straightforward to position and scale. With German-language support, partners can resolve customer issues fast and reliably. A solution built on trust: sovereign, compliant, made in Germany.



# Our Offering to you

Help your clients bridge the gap between and IT and OT and provide one single Access Portal.



## Online Demo Platform

Perform client-branded online  
Demos using AWS-hosted VISULOX  
Demo Portal 24/7/365



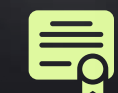
## Joint sales processes

Access to Whitepapers and Info-Material co-branded with your corporate design.



## Access our Support Network

Access to our internal support desk in German, English and Spanish



## Training and Certification

Train your employees and obtain personal certifications

■ Success Stories

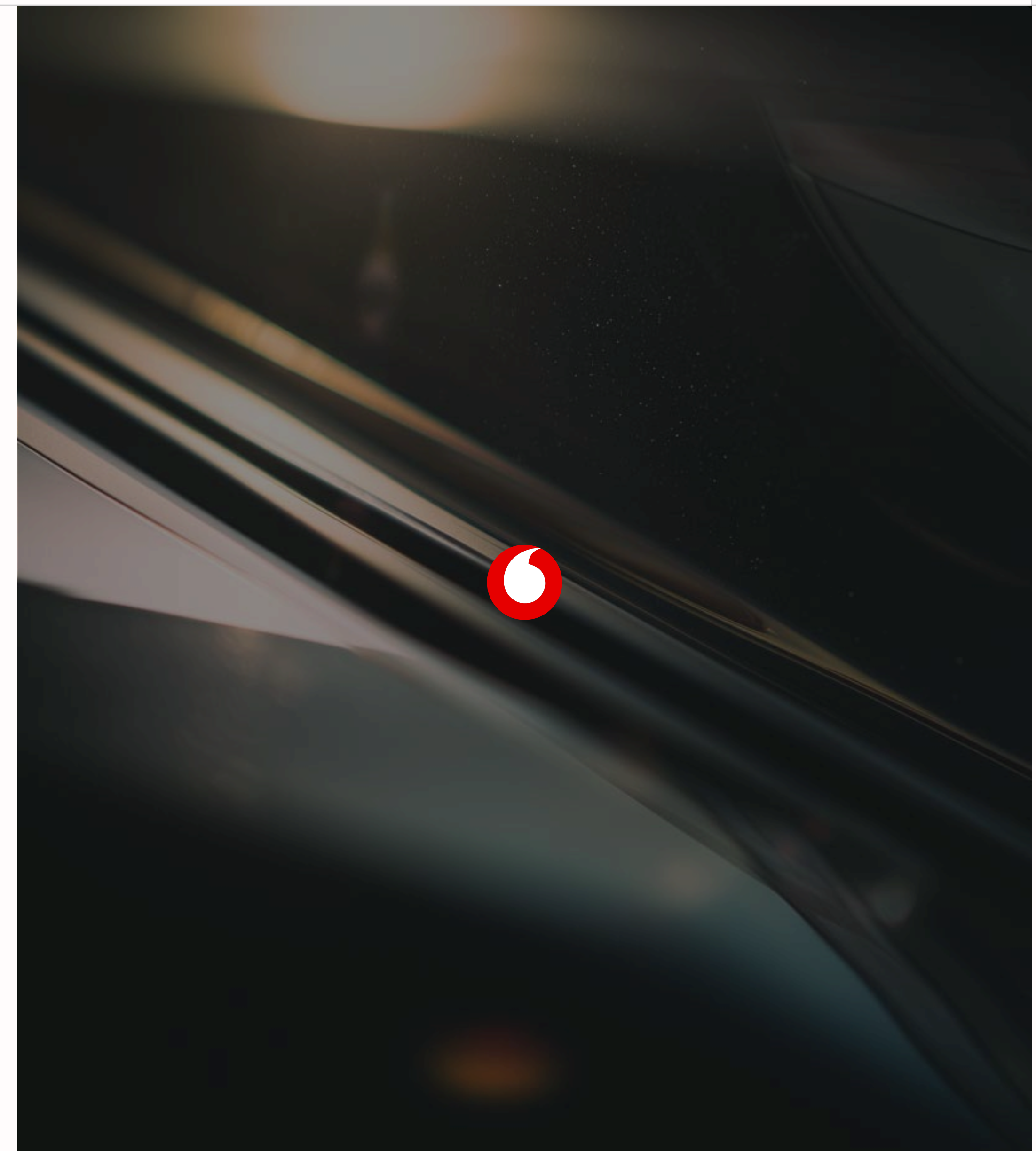
# Vodafone Remote Vendor Access

## ! Challenge

High compliance and IT requirements restricted heterogeneous user connections, ensuring sensitive data, such as personal information or price lists, remained within the infrastructure. Additionally, the risk of malware and spyware infiltration by third parties posed significant threats. Audit and compliance measures mandated Vodafone to monitor external party activities within its infrastructure











## ✓ Solution

For more than 15 years, access for **3,500 external users** has been centralized globally via a VISULOX high availability cluster. All access per department is provided **just-in-time** or automatically via individual VISULOX portals. The entire data transfer is subject to the customer's security requirements in both directions. Vodafone yearly **records over 1.5M individual sessions**.



■ Company

# Industry-independent Customer portfolio

		 BG Kliniken	 O <sub>2</sub> Telefónica	 Thyssengas
				

# Technology Partner

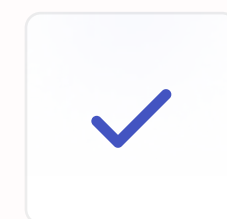
As a Visulox Technology Partner, you move beyond reselling, you become the trusted technical point of contact for your customers. You lead installations, own the relationship and position yourself as the PAM expert in your market.

You go through a structured joint enablement process, work side by side with our technical pre-sales team and receive co-branded materials that strengthen your brand while leveraging ours.

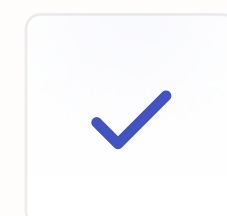
**The result:** shorter sales cycles, deeper customer retention and a recurring service business built around a solution your customers can rely on. And because Visulox integrates across installations, you grow with your customers, from first deployment to multi-site rollouts, always at the centre of the engagement.

**Sovereign technology. German engineering. Your expertise.**

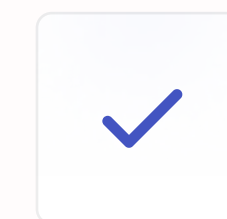
## You sell. **We both care.**



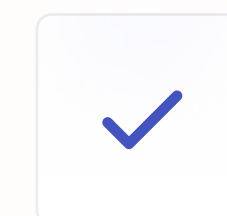
Joint qualification of support issues.



PoC-license free of charge



Co-branded Marketing activities



Technical Pre-Sales consultant support

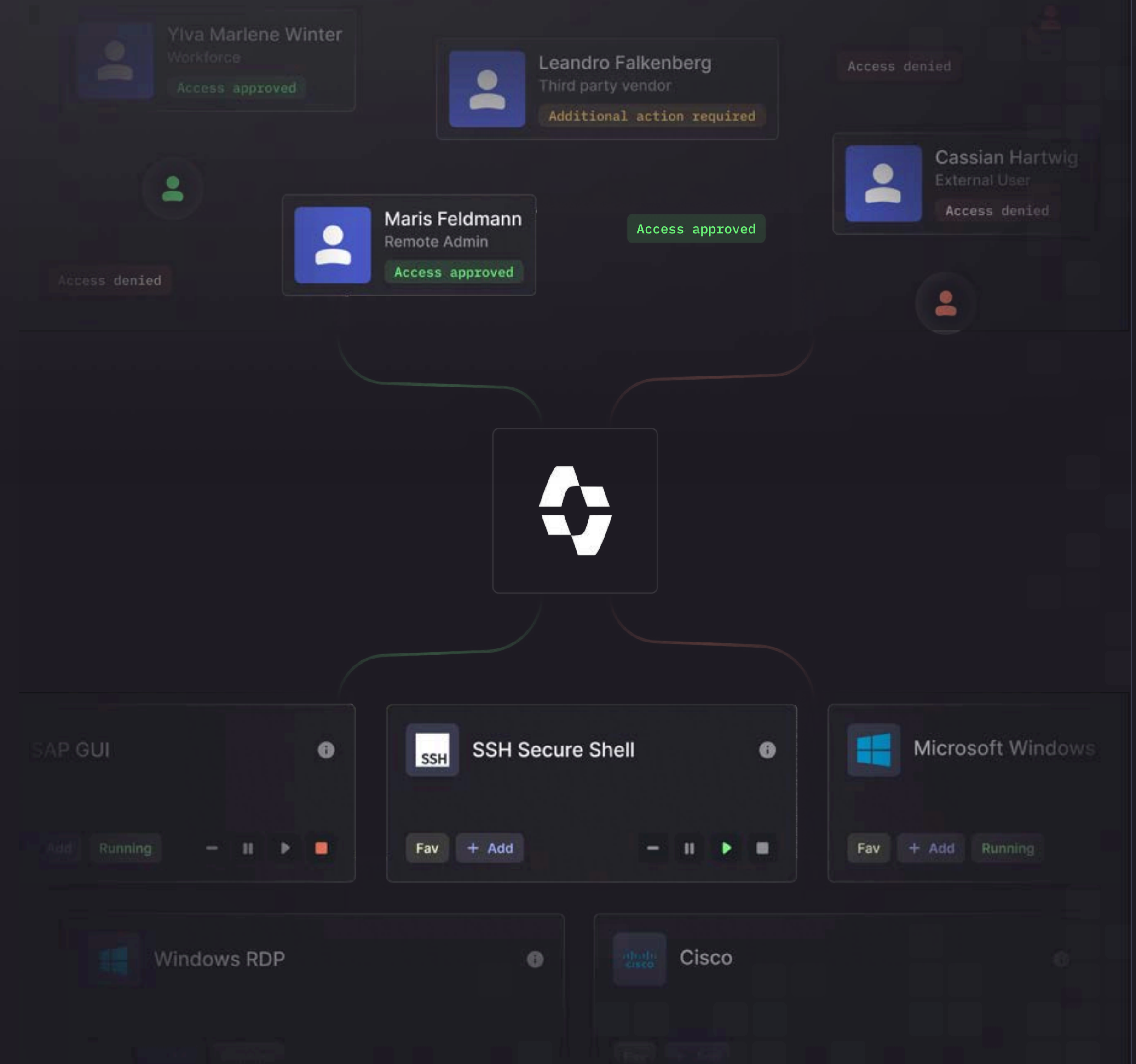
Privileged Access Management

# Secure access for everyone. Centralized and fully documented.

With VISULOX, you can manage all privileged access through a centralized platform without requiring a direct connection to your IT infrastructure. You define who can access what, when they can access it, for how long, and for what purpose. Every action is uniquely attributable, recorded, and comprehensively documented.

- Third-Party Access: Granular, Agentless, and Without the Coordination Overhead
- Internal Access Management: Secure and Simplify Work from Anywhere
- Built for Zero Trust: Easily implement key security controls such as Multi-Factor Authentication (MFA) and Just-in-Time (JIT) access.
- Always Verifiable: Automated compliance reporting, tamper-proof records, and comprehensive audit trails.

[Take a Product Tour →](#)



■ Network

# Join our expanding partner network

- ✓ Become the trusted technical point of contact for your customers, from first deployment to multi-site rollouts
- ✓ Joint enablement, co-branded materials and direct access to our technical pre-sales team
- ✓ A sovereign, made-in-Germany PAM solution that strengthens your positioning and deepens customer retention



# Thank you

We are looking forward to hearing from you!

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 [www.amitego.com](http://www.amitego.com)

 [Book a Meeting](#)



Gartner

