



# BlueStar's Newest Vendor Partner: Mako Networks

The BlueStar Mako Partnership empowers VARs to deliver more comprehensive, competitive, and profitable solutions to their customers.

**Bundle Mako  
Services with  
BlueStar Products!**  
All-in-one solution for  
resellers customers

## About Mako Networks

Mako Networks offers PCI-certified, cloud-managed network solutions tailored for distributed enterprises such as retail chains, restaurants, healthcare clinics, and franchises. Mako technology provides a secure, reliable, and cost-effective way to manage thousands of sites, globally.

The Mako System includes the Mako Central Management System (CMS) along with a portfolio of cloud-managed plug-and-play devices that offer speed to deployment and instant scale with no onsite IT required: SASE, SD-WAN, Cellular Failover, Next-Gen Firewall, Cloud VPN, Wi-Fi, and Voice.

## Portfolio Expansion

VARs now have another option for advanced networking and security solutions for their multi-location clients. Resellers can bundle Mako's networking services with other BlueStar hardware and software products for an all-in-one solution for their customers.

**Resellers have options for customers large and small:**

### ✓ **Security Gateways**

Mako security gateways combine many networking functions within a single device, including next-gen firewall protection, VLAN routing and switching, encrypted Mako VPN Cloud tunneling, wired and wireless connectivity, SD-WAN failover and more.

### ✓ **VPN Concentrators**

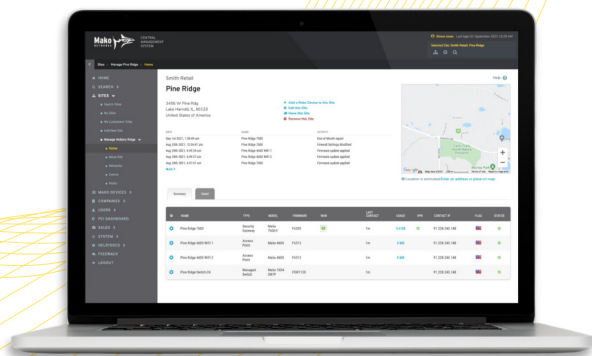
Mako VPN concentrators are enterprise-grade rackmount or virtual Mako devices that can connect hundreds or thousands of remote sites to a central network, third-party services or each other via secure VPN tunnels using SD-WAN technology. They are optimized for hardware and geographic redundancy and high-throughput, low-overhead performance, resulting in maximum speed and reliability.

### ✓ **Wi-Fi Access Points**

Mako access points have a smaller footprint and flexible mounting options and are typically used to extend wireless range, improve broadcast/reception positioning or upgrade wireless performance.

### ✓ **Managed Switches**

Mako managed switches increase port density beyond that of a Mako security gateway while maintaining centralized control, enabling the build of fully managed, secure local networks of any size.



## PCI-CERTIFIED CLOUD SOLUTIONS

# Market Differentiation

Mako Networks' cloud-managed services can help VARs differentiate themselves in the market by offering cutting-edge, secure networking solutions that appeal to businesses of all sizes, particularly those needing affordable, yet robust cybersecurity measures. Mako Networks is the only network management provider with PCI DSS certification, which can be transferred to customers, enhancing their customers' security and compliance.

## CENTRAL MANAGEMENT SYSTEM

# The Mako CMS Edge

The Mako Central Management System (CMS) is what separates Mako from other network solutions while also providing resellers an advantage over their competition.

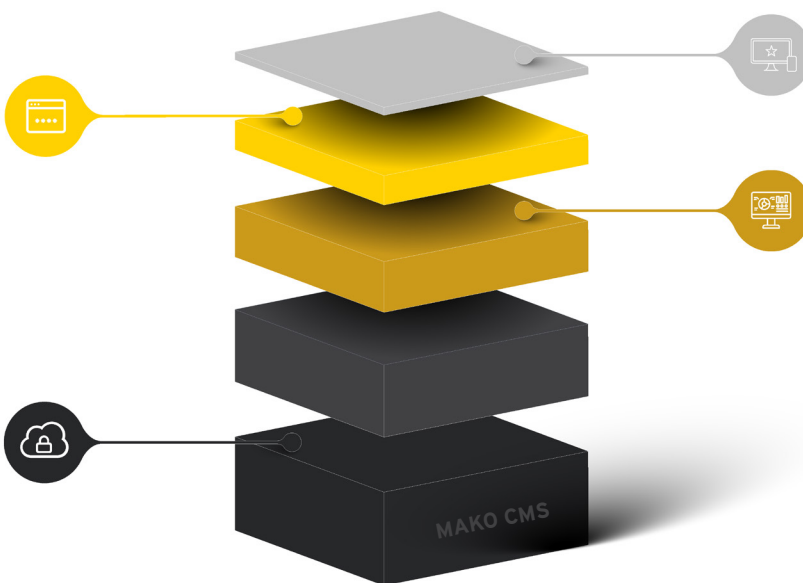
The Mako CMS is the cloud application that makes it easy for distributed enterprises to configure, deploy and manage Mako devices from a single pane of glass, anytime, anywhere, with any Internet-connected device with a web browser. Multifactor authentication (MFA) and role-based access ensure secure authorized access.

### Periscope

Remote management tool that provides secure access to any web service on a device located behind a Mako firewall, including POS systems, CCTV, DVRs, IoT devices, network storage and even commercial coffee machines.

### Remote Configuration & Automated Alerts

Enables distributed enterprises to make configuration changes in near real-time and receive alerts for key events, such as WAN failover. Alerts of the status of third-party devices on the network, such as the health of PIN pads and traffic monitoring.



### The Mako Dashboard

A secure network visualization tool that allows centralized support teams to monitor network status. The Mako Dashboard is cloud-based and accessible from the Mako CMS via single sign-on (SSO) integration. Both applications handle data securely in compliance with PCI DSS requirements.

### Reports & Diagnostics

Generates reports and diagnostics that provide insight into the health and performance of every device, the circuits that connect them and the overall distributed network.

LET'S TALK



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