

# Limestone Networks Offers Automated SSL Certificates for its Resellers and Customers

## SOLUTION SUMMARY

Limestone Networks wanted to provide trusted SSL to their customer base while keeping their own cost at a minimum. Partnering with GlobalSign, Limestone Networks was able to bundle SSL Certificates with their servers and even offer unlimited SSL to their resellers.

In addition, Limestone Networks implemented GlobalSign's OneClickSSL technology allowing customers to install SSL automatically through their control panel. Using OneClickSSL significantly cuts cost and time spent on troubleshooting the SSL installation process for their customers.

Limestone Networks' philosophy of building quality relationships with partners is exemplified with their SSL offerings and partnership with GlobalSign.

*"One thing that Limestone Networks values most is the quality of the relationships we have with our clients and partners. GlobalSign is always a pleasure to work with and we feel that the employees are genuinely interested in their clients and seeing their product used to make the Internet a safer place."*

Kris Anderson  
Director of Support  
Limestone Networks, Inc.

## MORE INFORMATION

[www.globalsign.com/partners](http://www.globalsign.com/partners)

## The Challenge

Limestone Networks, a top tier unmanaged dedicated service provider, sought to provide SSL Certificates as an additional value-add solution to its web hosting customer base. With a strong focus and commitment towards security, Limestone Networks wanted to offer SSL Certificates at no charge to their resellers. To meet this requirement, they wanted to find a trusted and recognizable provider by both their resellers and their reseller's customers who could keep SSL cost at a minimum.

## The Solution

Choosing to partner with GlobalSign, Limestone Networks is able to offer cost effective SSL Certificates bundled directly with their server packages and take advantage of GlobalSign's OneClickSSL technology that automatically downloads and installs SSL Certificates. The partnership allows Limestone Networks to offer its reseller and customer base a truly competitive SSL solution that is free and incredibly easy to work with.

## Unlimited Licensing Option

GlobalSign offers flexible licensing options for its partners including unlimited licensing plans allowing partners like Limestone Networks to pay one flat annual fee to issue an unlimited number of Certificates.

For Limestone Networks, taking advantage of an unlimited licensing model was an ideal choice because it allowed them to easily offer their customers SSL Certificates bundled with their server packages including:

- One SSL Certificate per server for customers.
- Unlimited free SSL Certificates per server for resellers.
- Unlimited free SSL Certificates for server customers with premium support.

## Automation SSL Technology- OneClickSSL

Implementing GlobalSign's OneClickSSL technology allows Limestone Networks to offer a simple automated process for customers to obtain SSL Certificates. Limestone Network customers simply obtain a SSL Certificate voucher from the Limestone Network panel and then use the voucher to enroll for a SSL Certificate for their domain using one of the supporting OneClickSSL plug-ins including cPanel, Parallels, DirectAdmin, and more. The plug-in transparently creates the CSR for the correct website, validates the domain and installs the certificates.

"Through installing OneClickSSL, our resellers can supply secure data communications to their clients. Thereby, giving them a notable competitive advantage," said Ryan Gelobter, Information Technology Director, Limestone Networks. "SSL can be used to secure applications like online e-mail access, credit card transactions, and file transfers. We believe security is essential, which is why we are offering these SSL Certificates for free to our resellers."

Limestone Networks operates with the philosophy that they have partners, not clients. They feel that by helping their clients succeed with their business, they will also gain as a bi-product. The inclusion of free GlobalSign SSL Certificates allows their resellers to grow more quickly than normal, resulting in overall growth.

## About Limestone Networks

Limestone Networks provides dedicated hosting in a tier 3+, highly secure facility. All servers are located in a SAS70 Type II certified facility featuring 12 redundant power feeds, N+1 redundancy, multiple security layers, and biometric hand-scanner access. Their data center, the former Federal Reserve Bank of Dallas, is designed to host mission critical data and enterprise applications. Limestone Networks uniquely pairs enterprise quality hosting with passionate and personalized support.