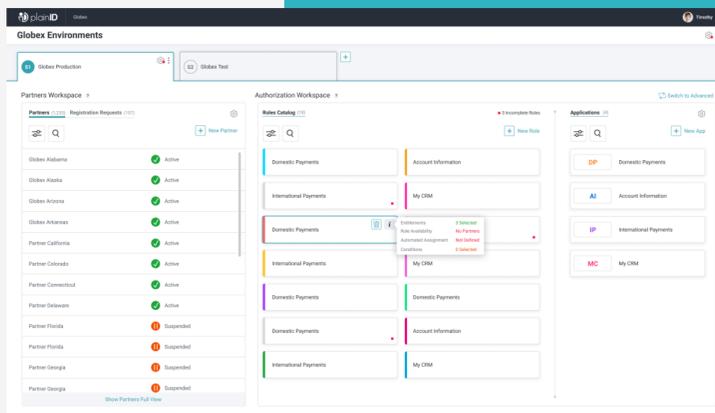


## How B2B Access Management powered by Partner Manager is driving business growth for Solid State Networks

Solid State Networks helps Gaming and Virtual Reality companies to create a secure continuous delivery pipeline for their content rich applications. Launching a new platform for managing internal game deployments, Solid State Networks needed a solution that would allow their customers to self-manage their own users' identities and access to that platform.

The company considered doing things the hard way by building a B2B Access Management solution from scratch. But then it made a smarter choice:

It adopted PlainID Partner Manager, which delivers scalable, self-service access control tooling that Solid State's customers can use to manage permissions within their organizations.



*"The value and acceleration we're getting with PlainID is awesome"*  
Rick Buonincontri, CEO of Solid State Networks.

### The Challenge

#### Achieving Customizable Access Control

From the start, Solid State Networks knew that it would have to create a user-friendly access control management process for its platform to make the solution attractive and widely adopted organization-wide with their customers.

Solid State required an access management solution that provided:

- Delegation management model - admin could manage their own users and their access rights in complete self-service manner.
- Granular control over roles, including the ability to define different types of roles (admins, users, etc).
- The ability to scale seamlessly as adoption grew.

But building an Access Management framework from scratch would have seriously distracted Solid State from its core mission. They preferred to have their development team spending their precious time building their platform.

### The Solution

#### Partner Manager by PlainID

PlainID Partner Manager offers a production-ready B2B Access Management solution with all of the features Solid State needed.

Partner Manager lets you manage your partners as "organizations," while delegating admin capabilities, so your partners can manage their own users' access.

After only a month of experimentation with Partner Manager, Solid State Networks knew that it was the B2B access management solution it needed.

It began integrating Partner Manager into its own continuous delivery platform, and completed the integration within just two weeks.

*"We believe it's going to create some incredible efficiencies that will drive the business forward."*

Rick Buonincontri, CEO of Solid State Networks.

## Partner Manager

### End-to-End Process for B2B Access Management

Choosing PlainID's Partner Manager was a natural decision for several reasons:

- End-to-end B2B IAM, meaning Solid State didn't have to worry about creating any of its own access control tools.
- Partner Manager's customizable interface allowed Solid State to tailor the tool's look and feel to match its own platform.
- Ability to quickly scale to support hundreds or thousands of partner organizations.
- The delegated model guarantees a great end-user experience that will drive further adoption and engagement with their product.

### Accelerating Business With B2B IAM

PlainID Partner Manager delivers an end-to-end identity and access management through a delegated, self-service architecture and a user-friendly, customizable UI. Partner Manager offers a simple but powerful solution to modern identity access requirements in a B2B context.

[Learn More](#)

*"Implementing Partner Manager has given us the ability to ensure a continuous, rapid adoption of our solution by our customers. By easily delegating to our customers the ability to manage their own users, we made the end-to-end process of managing identities drastically more simple and streamlined."*

Rick Buonincontri, CEO of Solid State Networks.

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