



CASE STUDY

The Avanan Difference

Joint Wins

Avanan and SHI have already worked together on a number of joint wins. These range from large city governments like the City of Albany (New York) or the City of Irvine (California), to the State of New York Teachers Retirement System, to education institutions like the Virginia Community College School System.

These joint wins showcase the depth and breadth of the SHI-Avanan partnership.

The VCCS Win

The Virginia Community College School System (VCCS) was having major difficulties with compromised accounts and phishing across all 26 of their affiliated schools.

When Avanan and VCCS first met, SHI served as a valuable interlocutor. SHI was able to facilitate fast and efficient communication between all parties; Avanan was able to demonstrate that its technology was a superior alternative to both ATP and Barracuda. Today, Avanan is mandatory for all 26 schools in the VCCS.

The combination of SHI's communications and relationships and Avanan's email security allowed this deal to close quickly, and Avanan was able to

Key Takeaways

- Email is the top attack vector, and phishing attacks are by far the number one threat resulting in damaging breaches
- With customers looking for help to prevent these attacks, the Avanan and SHI partnership will pay dividends
- As evidenced by a number of joint wins, SHI reps can make money quickly and easily with Avanan

leverage SHI to take it to the next level.

Today, both parties are seeing the fruits of this partnership. Avanan and SHI are working together to replicate this success in neighboring states.

In an email to our CEO, Michael Russell, the CIO of VCCS, wrote the following:

"On behalf of the entire VCCS let me reciprocate with our thanks for making this implementation one of the smoothest I have ever experienced in 30 years of higher education IT. You have an outstanding team. They moved quickly and were extremely flexible with working on what amounted to 25 simultaneous implementations...It is proof positive that this is one of the best relationships the VCCS has made in a very long time."

Threat Landscape

According to the 2020 Verizon Data Breach Investigation Report, phishing and credential harvesting are the top threats resulting in breaches. Some 91% of all cyber attacks start with phishing emails. Email remains, by far, the number one attack vector.

To make matters worse, Microsoft, the leading email provider, misses at least 30% of all phishing attacks—and sometimes more, depending on the particular environment.

Companies and end users are at risk. Countless phishing scams pop up every day. One estimate found that phishing attacks in Q1 of 2020 increased by 22.5% over Q4 2019.

In order to best protect your customers against phishing attacks, a better solution is needed.

Avanan and SHI

Avanan can help SHI close more deals, faster, and is committed to leveraging SHI relationships to land and expand further into markets across the country.

Avanan is committed to making high margin deals, leveraging either deal reg or rebate, in partnership with SHI. Also, individual sales reps can be assisted by Avanan to help move the needle.

As demonstrated by a joint win with the Virginia Community Colleges System (VCCS), Avanan is able to partner with SHI at every stage of the sales process. Additionally, Avanan participates in the SHI back-end rebate program.

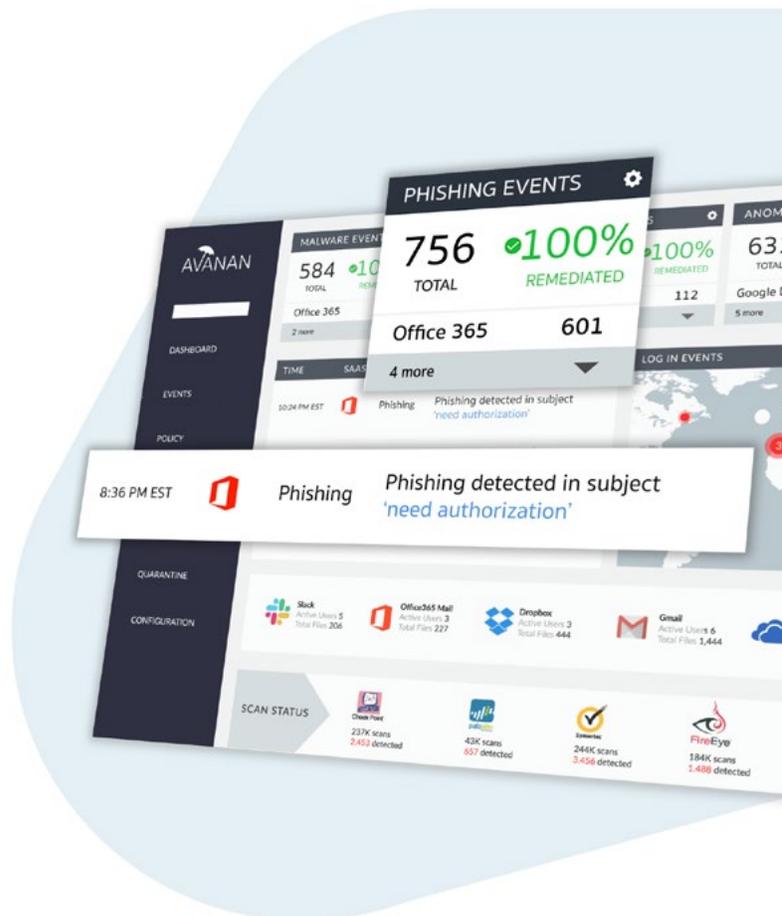
Avanan has patented, award-winning technology. SHI has a deep history, trust in the market and a wide variety of customer relationships.

Together, it's a formula for more profitability.

The Avanan Difference

Avanan is the only solution that secures Microsoft 365 from the inside, and that distinction is why it's rated first on Gartner's Peer Insights for Email Security. Avanan's patented technology utilizes cutting-edge AI and machine learning, along with human input from end-users and trained researchers to catch the attacks that Microsoft and other security layers miss.

Our technology deploys in five minutes, and is embedded within Office 365 as an additional layer. It scans and prevents malicious emails before they hit the inbox, meaning end-users never see it and, most importantly, never click on it.





Avanan is a cloud email security platform that pioneered and patented a new approach to prevent sophisticated attacks. It uses APIs to block phishing, malware, and data leakage in the line of communications traffic. This means Avanan catches threats missed by Microsoft while adding a transparent layer of security for the entire suite that also protects other collaboration tools like Slack. The solution has been recognized as the top-rated cloud email security solution by customers and can replace the need for multiple tools that surround email and file sharing.



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