

# Closing the Microsoft Gap



A large telco company in the United States has long relied on Microsoft EOP and Defender for their email security needs. Their dedicated staff spent years fine-tuning their E5 license, achieving an impressive efficacy rate of 98.9% — which is nearly unheard of!

While a 98.9% efficacy rate sounds as close to perfect as it gets — there is still that 1.1% gap. What does this minor gap mean in terms of missed phishing emails? For this particular company, it translated to Microsoft allowing approximately 67,400 phishing emails and malware attacks to slip through to end users every year.

Just one of those 67,400 potential attacks poses significant risks that could lead to major data breaches, ransomware incidents, and other critical issues. After years of fine-tuning Microsoft Defender, it became evident that 98.9% effectiveness was not enough.

In search of a solution, this customer needed to fill the gap without abandoning the high efficacy rate and years of work invested in Microsoft. Replacing Microsoft with an entirely new product would require extensive time and effort just so they could match Microsoft's level of performance — and then they'd still have to address the 1.1% gap.

That's when they turned to Check Point's Harmony Email & Collaboration. Harmony Email & Collaboration serves as a true extra layer on top of Microsoft security, taking advantage of the built-in security, and solving that gap. Additionally, the ability to create super-quick customization made it simple to implement. Harmony Email & Collaboration was able to quickly enable distinct security policies for different groups with very little tuning.

Prior to adding Harmony Email & Collaboration, this telco used Microsoft's message trace feature, which allowed them to search and discover missed threats. However, Harmony Email & Collaboration's Mail Explorer and custom queries feature proved superior during the POC and will save them tons of time as they look to optimize and avoid repetitive tasks.

When considering Harmony Email & Collaboration, the fact that it functions as a true extra layer on top of Microsoft's security and offers super-quick customization made it a simple decision. Being able to improve even the best-tuned security is a major advantage. This made Harmony Email & Collaboration the logical choice for bolstering their email security.