

Common Harmony Email & Collaboration Objections

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HEC Objection Handling and Rebuttals

Use Case: The objections and rebuttals below are the most common objections that HEC sales teams encounter – you probably will as well. The responses below will help you overcome the objection and continue the conversation about email security.

We're not looking for a new provider/vendor at this time.

Okay, I understand. When was the last time that you re-evaluated email security or looked at API vendors? It might be worth researching other options since the threat landscape is changing so quickly.

We have (Mimecast, Proofpoint, etc.) and you email security vendors are basically the same.

Harmony Email has a patented approach that sets it apart from every other vendor out there. HEC stops more attacks than any other vendor due to being inline and leveraging ThreatCloud - which processes 86 billion threat transactions leading to the discovery of 7,000 new zero-day threats a day. I am not sure how familiar you are with Harmony Email's architecture, but it actually offers all the benefits of a SEG, while leveraging APIs inside your cloud environment. I would be more than happy to set up some time to show you the platform and key differentiators.

We do not have the bandwidth to add another security solution to our current stack.

Sure, I can totally understand that. Harmony Email is unlike the other email security solutions out there. I'm not trying to eliminate what you have in place, but HEC can be that extra layer of security and show you what malicious emails your current vendor is missing. Let me at least get some information over for you to view.

I've seen the price of Harmony Email and it's more expensive than what we already use.

In my experience, price usually reflects the innovation of a product. According to IBM, 83% of US companies are vulnerable to a breach to the tune of \$9.22 million worth of damage. The global cost is lower at \$4.35 million but that's still an insurmountable amount of money for ONE breach. Harmony Email is truly cutting edge and is currently catching about 7,000



YOU DESERVE THE BEST SECURITY

zero-day threats per day. Let me show you how it works, if that's okay, and you can decide if it's worth the slight bump in price.