

Talking about Harmony Email & Collaboration with Customers – MSP/MSSP Edition

Last Updated: 5/30/2023 by EY

Harmony Email & Collaboration Elevator Pitch

Use Case: The pitch below is used as an opener to start a conversation about Harmony Email & Collaboration with customers and prospects.

“Harmony Email and Collaboration (HEC) is the fastest growing email and collaboration security solution on the market. It deploys via API in minutes and instantly begins protecting your workspace. Embedded within O365 and G-Suite, our patented solution catches 99.2% of malicious messages before they reach inboxes and users. HEC leverages 30 in-house AI technologies as well as their native ThreatCloud, the largest threat intelligence database, to provide the most accurate and complete email security solution on the market.”

Harmony Email & Collaboration Value Propositions

Use Case: The value propositions below are talking points to expand on the benefits and values that Harmony Email & Collaboration (HEC) brings to customers and prospects; typically follows the Elevator Pitch.

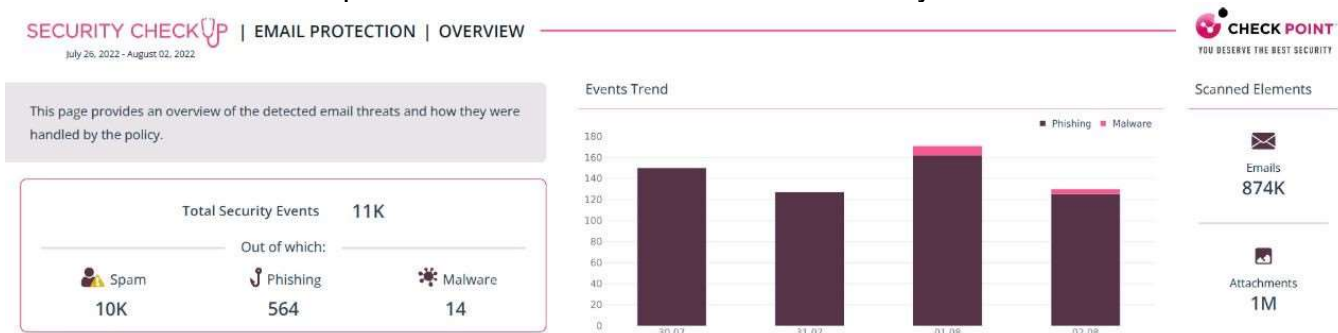
Harmony Email & Collaboration brings peace of mind by stopping phishing and malicious email attacks that others miss.

- HEC’s patented pre-delivery inline security architecture stops attacks before they ever reach user’s inboxes. Detect and remediate options aren’t secure enough now that we’re seeing zero-click attacks and API throttling continually being an issue when trying to claw back malicious emails.
- HEC has the best quality of data. AI and machine learning is powered by Check Point’s ThreatCloud – the world’s largest collection of threat data that’s larger and richer than all other email security vendors combined.
 - [More about ThreatCloud](#)



Harmony Email & Collaboration saves time and energy preventing email threats; no manual configuration for installation or constant updating to keep up with product releases.

- HEC architecture installs and begins protecting email within minutes very much like an app. It’s self-serving and self-learning.
 - Once deployed, HEC can be used immediately.
 - Policies can be customized at any time, if needed.
- Automation minimizes the need to send in user requests or flags to admins.
- Security Report sends a summary of blocked malicious messages, itemized attacks, and security trends within the customer’s email portal.
 - This report can be scheduled to be automatically sent.



Harmony Email and Collaboration offers protection beyond just inbound email; it’s multi-functional and offers full suite protection. A customer’s entire workspace can be secured.

- Additional Coverage for Teams, Slack, OneDrive, Dropbox, and many more! This stops malicious files from being downloaded and shared outside of email.
- DLP, URL wrapping, Archiving, Malware protection (including sandboxing), and Encryption can be layered on top for complete coverage.

