Harmony Connect & Quantum Edge

Securing and providing access for your users and branch offices

Key pitch

- As enterprises move their on-premise workloads and applications to the cloud, they're adopting Software Defined Wide Area Networking (SD-WAN) to intelligently route traffic to cloud services.

- Connecting branch offices directly to the cloud significantly increases their security risk. They are no longer protected by centralised data center security, exposing them and the enterprise WAN to sophisticated attacks.

- Harmony Connect and Quantum Edge deliver enterprise grade security to branches as a cloud service, with top-rated threat prevention, quick and easy deployment, and unified management, saving up to 40% in OpEx and reducing TCO by 20 to 50%.

What's in it for partners

- Entry point for new customers adopting a cloud solution and strategy.
- Opening up a new field of customers with Cloud providers, ie. AWS, Microsoft Azure, Google Cloud, Alibaba Cloud and others.

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Speak to

- CISO/CIO – they understand the need and own the budget.
- Network Security Manager, Cloud Security Officer, DevOps/DevSecOps Manager.

Key differentiator

- Delivers maintenance-free, advanced threat prevention to remote sites and branch offices in minutes.

- Connect is a cloud-native architecture; elastic, scalable, with dual tunnels for 99.999% uptime, 50ms latency, 100+ availability zones, co-located on Azure with Microsoft Office 365.

- Edge is an on-premise, small footprint Virtual Machine (VM) that runs on SD-WAN and uCPE devices, securing inbound and outbound Internet connections with granular policy control and data privacy.

- NSS Top-Rated Threat Prevention with 100% Cyber Attack Catch Rate.

Target customers

- LARGE DISTRIBUTED ENTERPRISE – companies who want to reduce the ROI and TCO for cyber security.

- MID SIZE COMPANIES ABOUT 500 USERS – companies who want maintenance-free security management.

- VERTICALS – any company with large numbers of branch offices; banking, healthcare, retail, hospitality.

Conversation starters

- How many branch offices do you have?
- How are they connected to the internet?
- Are your branches using cloud apps and how are they secured?
- Who is your current network security provider?
- Can you secure and manage your entire network including branch, cloud, data centre, endpoint, mobile and IoT?

Useful resources

- Request a demo
- Contact your Westcon Account Manager for more information

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