

# Harmony Endpoint

Securing laptops, PCs and servers



## Key pitch

- Harmony Endpoint is a unified agent that consolidates Endpoint Protection Platform (EPP) and automated response (EDR), designed for organisations of all industries and sizes looking to prevent the most advanced attacks before they happen
- It utilises advanced artificial intelligence that delivers the highest threat catch rate in the industry by leveraging static, dynamic, and behavioral detection and prevention technologies reducing false positives
- Insightful detection and response assures continuous collection of comprehensive raw forensics data, employing full attack remediation capabilities
- Part of the Check Point *Infinity* architecture that allows for the lowest Total Cost of Ownership (TCO) with the highest efficiency
- Harmony Endpoint is part of the Check Point *Harmony* product suite, the unified security solution for users, devices and access. Harmony consolidates six products to provide uncompromised security and simplicity for everyone

## What's in it for partners

- Great upsell opportunity leveraging existing relationships
- Interesting and innovative technologies that create great door opener opportunities with new customers
- Position you as an innovator and a leader that can provide solutions for other areas such as cloud, mobile, IOT and more



# Speak to

- CISO/CIO – they understand the need and control the budget
- Head of IT – they are usually a decision maker
- Endpoint security manager – most likely an initiator and a direct influencer on the buying decision
- Strategic influencers – always looking to bring more value to their customers by shifting to a consolidated solution or removing outdated solutions such as Symantec

# Key differentiator

- Recognised as Industry Leader and a recommended solution by Forrester and NSS Labs
- Unified client and management architecture – manage all endpoint security needs from a single platform with focus on preventing attacks before they do damage
- Autonomously detects and responds to advanced zero-day attacks using AI-based incident analysis while automatically containing the attack and remediating the entire cyber kill chain
- Remediate, expose and investigate incidents faster with automated forensics capabilities providing full visibility into infected assets, attack flow, correlation with the MITRE ATT&CK© framework, contextualised insights and mitigation steps



# Target customers

- PROSPECT – looking for a consolidated endpoint architecture and Advanced Threat Prevention solution
- EXISTING CUSTOMER – customers using firewall only, NGFW, NGTP or Check Point Quantum
- COMPETITIVE REPLACEMENT – customers using different vendors' endpoint solutions: AV, NGAV, EPP, EDR
- ALL VERTICALS – highest win rates are with the following industry types: government/military, financial/banking, healthcare, manufacturing
- ALL SIZES – highest win rates are at a range of 100-8000 employees

# Conversation starters

- How do you plan to improve security with minimal impact to business operation?
- How do you plan to improve endpoint automation and perform faster recovery from attacks?
- What is your next endpoint milestone?

# Useful resources

- [Free trial](#)
- Contact your local Westcon Account Manager for more information

