

# 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influencers – always looking to bring more value to their customers by shifting to a consolidated solution or removing outdated solutions.

# 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 Westcon Account Manager for more information

