Harmony Mobile

Securing your mobile devices

Key pitch

- In the new normal, your remote workers increasingly access corporate data from their mobile devices, and that means you're exposed to data breaches more than ever.

- Harmony Mobile is the market-leading Mobile Threat Defense solution. It keeps your corporate data safe by securing employees' mobile devices across all attack vectors: apps, network and OS. Designed to reduce admins' overhead and increase user adoption, it perfectly fits into your existing mobile environment, deploys and scales quickly, and protects devices without impacting user experience nor privacy.

- Harmony Mobile 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

- Majority of customers do NOT have any mobile security.

- 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, endpoint, network and more.

- Highly focused topic for CISO / CIO

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Target customers

- PROSPECTS – it is a great new entry point for new accounts by presenting technology that is not the core Check Point business they are used to hearing about.

- EXISTING ACCOUNTS – that are not using any Mobile Threat Defense solution Security forward: customers who have bought other emerging technologies.

- MOBILE DEVICE MANAGEMENT CUSTOMERS – MDM | UEM | EMM

- ALL VERTICALS – prioritise regulated industries; health, finance, insurance, government.

- LARGE AND SMALL ACCOUNTS – Big = more money but longer sales cycle and heavy competition.
Small = easier sale, shorter sales cycle and less competition.

Key differentiator

- The leading Mobile Threat Defense (MTD) solution offering complete threat prevention and mitigation, full visibility with simple deployment at the best mobile catch rate.

- Offers a complete mobile security solution that protects devices from threats on the device (OS), from apps, on the network, and delivers the industry's highest threat catch rate.

- Named a leader in Mobile Threat Management in the 2020 IDC MarketScape.

- Integrates with all market leading UEM (MDM) solutions and adds a critical layer of security to these solutions by covering all vectors of attack.

Speak to

- Account contact – if they are not a decision maker or buyer they can point you in the right direction.

- CISO/CIO – they understand the need and control the budget.

- Head of IT – they are usually a decision maker.

Conversation starters

- From a Security perspective, are you worried about risks from infected mobile devices? How would that effect your IT?
- How do you provide secure connection from mobile devices and keep organisational resources secure on employees' mobile devices?
- Are you worried about sensitive data leakage from mobile devices and the compliance implications in case of a breach?

Useful resources

- Free trial
- Contact your Westcon Account Manager for more information

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