

## How to Sell Harmony Email & Collaboration

- Harmony Email & Collaboration is the market-leading email security product, reducing the amount of phishing reaching inboxes by 99.2%. It is a patented solution that keeps users safe and saves companies time.
- It is part of the Harmony suite, which secures users where they are at, and protects access to corporate devices and networks. HEC can be sold on its own, or with any number of the Harmony products, such as Harmony Mobile.
- HEC can be sold to any company with a Microsoft 365 or Google Workspace license. It can be sold to companies of five people or 500,000.
- Harmony Email & Collaboration is the most mature of all solutions that connect via API. It is the only product that prevents malicious emails from reaching the inbox; all other allow it to enter the inbox and then remove it afterwards, giving end-users a chance to interact with it. It is a complete solution, offering DLP, malware, and collaboration protection; the other companies are myopically focused on certain types of phishing.
- Harmony Email & Collaboration is licensed by per user.
- Customers can start a trial within the Infinity Portal. They also don't have to be current Check Point customers, and can start a trial with a salesperson.
- HEC is managed as part of the Infinity portal.
- HEC integrates with all Check Point solutions. All solutions are managed as part of a single cloud console; all events are fed into XDR for analysis.

## 70% of POC lead to deals!

