CHECK POINT™ | TROFI SECURITY®
INTELLIGENT INFORMATION SECURITY

Inside Trofi Security's Scalable Protection Strategy

INDUSTRY	**HEADQUARTERS**	**COMPANY SIZE**
Technology	Lafayette, Colorado USA	10 employees

OVERVIEW

During its more than 15-year history, Trofi Security has maintained a commitment to its clients to ensure they receive the very best guidance and service the market has to offer. Part of Trofi Security's mission has been to forgo quantity of business for quality of execution. As a result, Trofi Security has remained a boutique information security company utilizing only senior-level practitioners on its engagements.

OUR SOLUTION

Harmony
Secure Users & Access

Quantum
Secure the Network

Infinity

CloudGuard
Secure the Cloud

> "
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>
> *Michael Trofi, founder and vCISO at Trofi Security*

CHALLENGE

While the security software and services that organizations rely upon to protect themselves must undoubtedly be able to stop attacks, that's not enough to make a successful security solution. An organization's security technologies must also be straightforward to deploy manage and provide for security. These tools must also adapt as organizations' security demands evolve. After all, tools that work but are difficult and costly to manage or require large teams of experts to simply understand make these tools expensive and unusable for many businesses, especially small and mid-sized businesses.

Michael Trofi, founder and virtual chief information security officer (vCISO) at a managed security services provider (MSSP) Trofi Security, understands this. Trofi Security supports dozens of clients with thousands of employees. Trofi Security helps organizations of all sizes to implement comprehensive security strategies while maintaining operational efficiency. Trofi Security understands how to select cyber security tools and services that maximize effectiveness. "The most common concerns for my company and the customers we support are around data loss. Breaches can happen anywhere. We are trying to take a wide swath at the security space, not only to protect the endpoints but also the information - and in some cases, the actual user," explained Trofi.

Trofi selects security tools that are easy to use so that his team can protect their organization as well as the environments of their customers. He also seeks tools that integrate well with other security technologies, improving overall security and manageability, and security vendors that provide products that adapt to industry trends.

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SOLUTION

Only one security software provider consistently met Trofi's criteria: Check Point. According to Trofi, it is the combination of Check Point's usability, adaptability, integration, and market longevity that make Check Point an ideal security partner for Trofi Security.

Today Trofi Security uses Check Point products and services under the Infinity Platform agreement for the flexibility it gives them. Trofi explained, "The Infinity contract model gave us access to all Check Point products. It basically allowed me to mix and match the products I needed for specific customers I support so we can better tailor our security to our customer's needs."

Trofi and team like to stay on the bleeding edge of cyber security. They recently tested and adopted Check Point's revolutionary security gateway, Quantum Force. Trofi shared, "We are very pleased with Quantum Force and its ease of deployment and performance boosts, including throughput and threat prevention handling with the new AI engines. We especially like the big gains in HTTPS inspection, which is now much easier to operate efficiently and increases our overall detection rates for malicious activity."

Harmony Endpoint addresses critical endpoint security challenges through its ability to prevent, detect, and help respond to attacks. "Harmony Endpoint consolidates all security features into a single agent with unified management, whether deployed on-premises, in the cloud, or through our MSSP management. This simplifies security management while increasing protection," said Trofi.

The Infinity ThreatCloud AI global threat intelligence system includes over 50 AI engines to deliver real-time security updates and threat verdicts to Quantum firewalls, Harmony Endpoint, and CloudGuard Network Security. This ensures that users have continuous zero-day protection around the world.

Trofi relies on Check Point to protect collaboration applications like Microsoft 365 and Google Workspace. Harmony Email and Collaboration offers three main benefits, Trofi explains: complete protection across all communication channels, bulletproof security against sophisticated attacks, and efficient consolidated management. "Harmony Email and Collaboration is easily deployable for phishing prevention, data loss prevention, and malware protection," he said.

Infinity XDR/XPR enables Trofi Security with comprehensive prevention spanning the entire security infrastructure, covering endpoints, networks, mobile devices, email, and the cloud. Infinity XDR/XPR quickly uncovers and prevents cyberattacks by correlating events across the customer's entire security estate and applying Infinity ThreatCloud AI, Check Point Research, and third-party threat intelligence. "To mitigate the risk of today's challenging threat landscape, the Trofi security team needs to be able to work at peak efficiencies for rapid prevention. Infinity XDR/XPR helps us achieve this by automatically consolidating security data from every relevant source and making fast intelligence-driven correlations for faster and more accurate investigations and incident handling." The InfinityPortal provides, Trofi Security has a single centralized management platform for Infinity XDR/XPR and all Check Point products.

Finally, Trofi depends on CloudGuard and Infinity for comprehensive cloud-native security. CloudGuard provides unified cloud security across all cloud assets and workloads, enabling automated multi-cloud security posture management and threat prevention. The platform offers high-fidelity visibility into cloud infrastructure, allowing organizations to understand resource contexts, roles, and access patterns while enabling auto-remediation.

OUTCOME

Cost savings gained by increased operational efficiency is one of the primary benefits Trofi Security experienced by choosing Check Point. Through Check Point's centralized Infinity portal management, Trofi Security streamlined security manageability and sped staff training across all the Check Point solutions Trofi has deployed. "Every minute to half-hour saved by my security analysts translates into cost savings," he said.

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The security automation capabilities attained through Check Point solutions, such as Infinity Playblocks, enhanced Trofi Security's efficiency, enabling the team to automate everyday security tasks and focus on more strategic initiatives. "Infinity Playblocks delivers collaborative security automation that prevents attacks from spreading by enabling security products, people, and processes to work together," explained Trofi.

In addition to operational improvements, Check Point's advanced security technologies enabled Trofi Security to strengthen its overall security posture through comprehensive threat intelligence. Check Point's proprietary cyber security threat intelligence system, Infinity ThreatCloud AI, provided Trofi Security with the necessary insight to enable the team to make highly informed security decisions and respond more effectively to potential incidents.

Finally, Trofi Security appreciated how well Check Point collaborates with its partners and customers. Working with Check Point, Trofi Security helped to influence features and capabilities that Check Point developed for its products. Trofi expressed his enthusiasm for Check Point's long-term cyber security vision. "Not only do Check Point's security products work as promised today, but they also have cool innovations coming down the road," Trofi said.

ABOUT CHECK POINT

Check Point Software Technologies Ltd. (www.checkpoint.com) is a leading AI-powered, cloud-delivered cyber security platform provider protecting over 100,000 organizations worldwide. Check Point leverages the power of AI everywhere to enhance cyber security efficiency and accuracy through its Infinity Platform, with industry-leading catch rates enabling proactive threat anticipation and smarter, faster response times. The comprehensive platform includes cloud-delivered technologies consisting of Check Point Harmony to secure the workspace, Check Point CloudGuard to secure the cloud, Check Point Quantum to secure the network, and Check Point Infinity Core Services for collaborative security operations and services.

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