



Firing Up Security: Electric AI Powers New Cloud Computing, Software Security Efforts



INDUSTRY

Technology

HEADQUARTERS

New York, New York USA

COMPANY SIZE

400+ full-time employees

OVERVIEW

With close to 1,000 customers and more than 55,000 employee end-users, Electric AI's IT platform makes IT easy for users who want to be something other than IT managers. Its technology simplifies the management of employees, devices, applications, and networks while providing compliance-ready reporting. This all-star team of investors backs Electric AI: Bessemer Venture Partners, GGV Capital, 01 Advisors, Primary Venture Partners, Bowery Capital, Slack, Atreides Management, Vintage Investment Partners, Greenspring Associates, and Harmonic Growth Partners.

OUR SOLUTION



We look for products that do their job without needing the end user to interact with them actively. Harmony Email and Collaboration has proven, time and time again, to be effective and perform its job without the need for employees to take any actions or have to monitor anything themselves.

Andrew Tynan, a director at Electric AI



CHALLENGE

As a managed services provider Electric AI (Electric) must always keep its defenses high. MSPs provide vital security services to many organizations across industries — healthcare, banking, financial services, manufacturing, and government, among many others. This makes MSPs very high-value targets for threat actors that seek to breach companies in those sectors. Remaining secure is also vital for market reputation, as a breach could damage customer trust.

MSPs such as Electric must meet stringent regulatory compliance requirements, including (Service Organization Control) SOC 2 or (International Organization for Standardization) ISO 27001 to serve clients in regulated industries.

Electric needs the best people, processes, and technology to secure itself and meet regulatory compliance. “The security of our customers is our business, and that makes our goal keeping ourselves as secure as possible. That requires us to identify and procure the best security technologies we can find,” said Andrew Tynan, a director at Electric AI.

To help solidify its security program, Electric sought a comprehensive way to secure its cloud applications and how its people collaborate and share information, including its email systems. The Electric security team also sought security tools to help achieve more effective breach prevention, secure its network and cloud traffic, and swiftly detect compromised accounts.

SOLUTION

When evaluating available security technologies, Tynan and the team looked for a solution that was easy to deploy, manage, and use for their internal teams. “When evaluating email and network protection providers, we had a thorough evaluation process. We looked at several critical factors, such as how easily we can deploy the tool. How well can we manage it? How easily can our employees use it on a day-to-day basis.”

In that evaluation process, Tynan said that Harmony SASE and Harmony Email and Collaboration were “overwhelmingly high performing” across these criteria. Tynan added that they chose Harmony Email and Collaboration because it protects how people collaborate, such as cloud storage like Microsoft OneDrive and Google WorkSpace, Teams, and Slack. Harmony Email and Collaboration provided Tynan with the breach prevention, uncovering compromised accounts, and post-incident response he needed. While Harmony SASE enables employees to connect to the web securely, zero trust access controls and an optimized SD-WAN for network connectivity.



Check Point solutions just work and do what they promise they do.

Andrew Tynan, a director at Electric AI



Tynan shared, “Harmony SASE meets some of the really critical needs that we know to be important with our customers: ease of deployment, ease of use, and ease of management.”

He added that the Harmony SASE team was equally important, stating “The Harmony SASE team really is a partner. They are collaborative and they help Electric to create even more value and create even more opportunities in the relationships that we have with customers.”

OUTCOME

During the initial deployment of Harmony Email and Collaboration and Harmony SASE, Tynan and the team appreciated the ease-of-deployment and the ease-of-use of the Check Point solutions. “Ease-of-use was huge for us. It was true whether it’s regarding the deploying of Harmony Email and Collaboration or Harmony SASE or responding to tickets or resolving alerts; overwhelmingly, the internal teams that are interacting with the Check Point products on a day-to-day basis continue to report that ease-of-use is exactly what we expected.”

Finally, the Check Point security solutions just work. “We look for products that do their job without needing the end user to interact with them on an active basis. Harmony Email and Collaboration has proven, time and time again, to be effective and performing its job without the need for employees to take any actions or have to monitor anything themselves,” Tynan said. “Check Point solutions just work and do what they promise they do,” he 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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