CHECK POINT | Harmony SASE

Harmony SASE Advantages and Customer Fit

Harmony SASE is a game-changer, delivering 10x faster internet security, full-mesh Zero Trust Access, and optimized SD-WAN performance—all with simple, centralized management.

With Harmony SASE, you can provide your clients with a secure corporate network over a private global backbone in under an hour. The entire solution is managed through a unified console, reducing complexity and streamlining operations. Plus, support from an award-winning team on call 24/7, ensuring seamless protection.

As part of the Harmony for Workspace Suite, Harmony SASE enables you to secure clients across browsers, devices, and the cloud with a comprehensive, cloud-delivered security solution.

Unique Selling Points

Robust Full Mesh Network:

Provides a default full mesh network with automated PoP selection from 80+ locations globally based your own configuration.

Network Segmentation:

Supports detailed access control for integration, like in M&A scenarios, allowing segmentation and specific user or group access.

Device Posture Check:

Enforces detailed policies for diverse user and device types, offering granular controls not available from competitors like Palo Alto Networks or Zscaler.

SaaS Applications (allow-listing):

Assigns a dedicated public IP for each Cloud Gateway without extra cost, unlike competitors who provide shared IPs for a fee.

Hybrid SASE:

Offers continuous on-device security features, even when disconnected from the Cloud Gateway, ensuring internet security speeds up to 10x faster than competitors.

Hybrid Split Tunneling:

Optimizes traffic routing by directing private resources through the tunnel while allowing Internet-bound traffic to exit directly, improving performance and efficiency.

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Ideal Customer Profile

Harmony SASE is an excellent solution for businesses of all sizes that manage remote or hybrid workforces while delivering applications and services from cloud data centers. It's also a good fit for forward-thinking, tech-savvy organizations embracing digital transformation and seeking to streamline their networks while enhancing security.

The ideal audience includes IT decision-makers such as IT or Security Managers, Directors, VPs, CIOs, CISOs, and other key stakeholders.

What to look for

- Cost savings and complexity reduction
- Clients that value on-boarding services and technical account managers included in the solution
- Need to secure access to SaaS applications
- Aim to improve performance and reduce connection latency without compromising security
- Best in class user experience

What to steer from

- SASE as an add-on of a hardware-based competitor deal
- Incumbent in-house SD-WAN replacement
- "Feature by feature" comparisons with Harmony Connect
- Displacing solutions with a very low price per user

Why customers choose us

- We deliver an out-of-the-box Full Mesh Network
- Real network segmentation and ZTNA
- Full Hybrid SASE solution – leveraging the device, not just the cloud
- We don't compromise security for performance. Ever.
- Security posture checks for agent-based and agentless needs
- Fast deployment as a service: network up within minutes and operating within an hour on a global scale

Contact your Check Point Channel Account Manager today or visit checkpoint.com/partners to learn more.

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