

# ADVANCED EMAIL SECURITY

**BOOST YOUR CLIENTS' SECURITY AND DETECT ANY EMAIL THREAT BEFORE IT REACHES END USERS**



Perception Point **PREVENTS** spam, advanced phishing, BEC, malware, ATO and Zero-Days **BEFORE** they reach organizations using Microsoft 365, Google Workspace, or any cloud and on-prem email service.

Advanced Email Security is the leading ICES solution recognized by Gartner 4 times in a row with the highest detection accuracy and lowest false positive rates on the market. When combined with an all-included Managed Incident Response service, you can easily provide best-in-class email security with high margins.

## WHY PARTNER WITH PERCEPTION POINT?

UNLOCK NEW REVENUE STREAMS



### Next-Gen Platform Built for MSPs

**Unparalleled detection** powered by proprietary ML, computer vision and robust anti-malware capabilities combined with a **partner-driven console** and an integrated managed **IR service** ensure that you spend less time managing the solution and more time generating business and revenue streams.



### Short and Empowered Sales Cycles

With product demos that steal the show, **POC win rates of over 90%**, 5 minute deployment and a dedicated team of experts that will support and assist your team in meetings, POC processes, and RFP submissions, you can count on Perception Point to shorten your sales cycles and help you win deals faster.



### High Margin, Higher Retention

Perception Point provides you with high margins **above the market rate**, along with volume discounts and term commitments. The low touch, "self-managed" product eliminates administrative overhead and won't impact your profits. With over **97% client retention**, you can expect long-term growth and profitability.

# WHY PARTNER WITH PERCEPTION POINT?

OPTIMIZED SERVICE & UPSSELL OPPORTUNITIES



## Fully Managed, Included Incident Response

Offload email security tasks with a natively integrated service provided at no extra cost. The IR service acts as a **force multiplier to MSPs or SOC teams** by managing incidents, improving SLAs, optimizing detection, and providing ongoing insights



## All-In-One = Consolidation in Action

Perception Point's unified platform provides **email** protection, **browser** security and threat prevention for **cloud storage** and **collaboration tools** (OneDrive, Salesforce, AWS S3 buckets, web applications, and more) for simple upsell opportunities.

## PERCEPTION POINT

*Partner Program*

*Perception Point Partner Program was designed to implement our company vision for channel-first strategy. We thrive to enable and support our partners across the globe in marketing efforts, sales processes, and delivery of our next-gen security product suite.*

## PARTNER BENEFITS THAT MAKE A POINT

### MARKET RECOGNITION



### REGULATORY COMPLIANCE



- Cut the time and resources required to deliver an exceptional service
- Empower your staff with direct access to a team of cyber experts supporting your efforts 24/7
- Eliminate onboarding complexity with a Plug & Play API deployment (provisioning a new tenant takes less than 5 min)
- Access sales tools, marketing funds & materials, and a dedicated channel marketing team supporting your own campaigns
- Gain increased security visibility across sub-tenants/customers with multi-tenancy architecture
- Receive periodic technical and sales training with proactive support from our customer success team

# AMPLIFY YOUR CYBER DEFENSE SERVICES WITH MULTILAYERED DETECTION

## Spam Filter

Applies reputation and anti-spam filters to quickly flag an email as malicious.

## Threat Intelligence

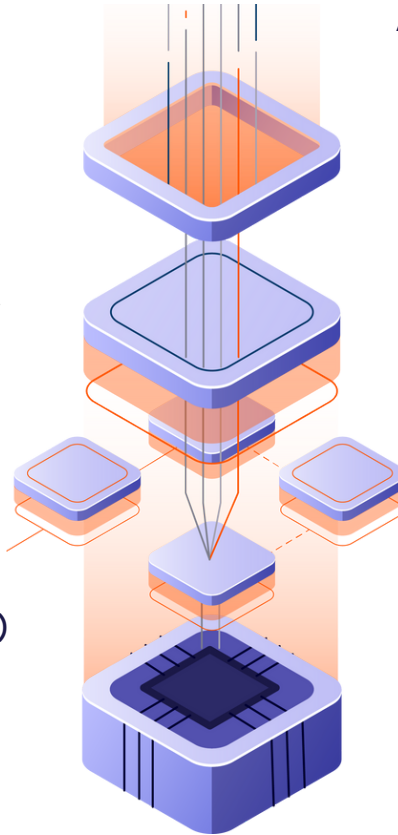
Combines multiple threat intelligence sources with a unique internally developed engine that scans URLs and files in the wild.

## Static Signatures

Combines best-in-class signature based AV engines to identify malicious attacks with novel proprietary algorithms that act to identify highly complicated signatures.

## Hardware-Assisted Platform (HAP™)

Patented CPU-level technology acts earlier in the kill chain than any other solution. Blocking attacks in near real-time at the exploit phase – pre-malware release/execution.



## Anti Evasion - Recursive Unpacker

Unpacks the content into smaller units (files and URLs) to overcome evasion techniques and identify hidden malicious attacks. All of the extracted components go separately through to the next detection layers.

## Phishing Engines

Best-in-class URL reputation engines coupled with Perception Point's in-house image-recognition engine to identify impersonation techniques and phishing attacks.

## BEC & ATO

Prevents payload-less attacks that don't necessarily include malicious files/URLs and intercepts account takeover attempts.

## Prevent BEC & Phishing



Minimize risks and losses for clients with powerful threat intelligence, ML powered signature-based detection, URL reputation checks, advanced Computer Vision algorithms, and DMARC, DKIM, and SPF checks.

## Put an End to APTs & Zero-days



Prevent advanced threats that easily bypass traditional solutions like SEGs with Perception Point's unique CPU-level scanning engine HAP™ - which stops exploits before malware execution, delivering a clear and deterministic verdict in seconds.

## Undo Evasion Techniques



Detect hidden malicious content by recursively unpacking any file or URL, separately analyzing each component with dynamic and static detection engines - performing deep scanning of 100% the content no matter the scale.

## The Ultimate Combo: Advanced Email & Browser Security

Secure your client's data and endpoints with a browser-centric solution offering unprecedented web and email protection synergy. Combining Perception Point's Advanced Email Security and browser extension elevates threat prevention to new heights by:

- Correlating cross-channel evidence to prevent the most evasive threats
- Tracing attacks back to their source and identifying impacted end users
- Remediating web and email incidents rapidly from a centralized view

