Novatech / Softensity

IRONSCALES
SAFER TOGETHER

Partner:

NOVATECH
BRING EVERYTHING UP TO SPEED

Customer:

softensity

90% of cyber attacks can be attributed to email. With email still being the number one threat vector for any business, organizations need solutions that stop these threats and reduce the risk of threat actors gaining access to their systems and sensitive data. That is why Softensity, a technology consultancy, looked to their Managed Services Provider, Novatech, to find a solution to strengthen their cybersecurity and follow industry best practices under NIST Cybersecurity Framework.

Challenges

Softensity had a few unique requirements that made this project arduous. They needed ongoing security awareness training, tight integration into Microsoft 365, and only wanted to utilize a subset of mailboxes.

During their research phase, Novatech communicated with Softensity that email remains the number one threat vector for any business and that people are the last line of defense for a business. Novatech was looking for a flexible solution that provided industry-leading email security along with phishing simulation training.

> "Novatech handled all the product research and presented different options to Softensity based on their industry knowledge and company requirements. They even handled the process of purchasing and the initial setup."
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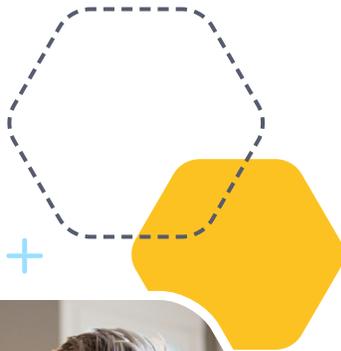> NATHAN ROBERTS, VP OF OPERATIONS AT SOFTENSITY

Solution

IRONSCALES is the only award-winning email security solution that uses both a powerful, self-learning AI model along with security awareness training. This platform detects and remediates advanced threats like BEC, credential harvesting, and account takeover (to name a few) and provides Softensity employees with the necessary simulation training to make sure they are able to spot a phishing email if one does come to their inbox.

> **Due to the volume of mailboxes that Softensity needed to protect in their Office365 tenant, a traditional SEG solution was looking to be cost-prohibitive. That is why we chose IRONSCALES as the best solution for Softensity."**

ANDY DUNLOP, NETWORK OPERATIONS AT NOVATECH

Novatech chose IRONSCALES because it had a simple integration into the Microsoft 365 tenant, it did not require any MX record changes, and Softensity only had to pay for the subset of mailboxes they wanted monitoring. The ease of use and flexibility of the IRONSCALES platform blew the competition away.

> **A traditional solution that required MX record changes to filter and scan emails would not work for us due to our unique requirements. The IRONSCALES platform provided the filtering services along with the ability to simulate phishing attacks and to train our employees, all while allowing us to connect directly to the Microsoft 365 platform – without making changes to the DNS records."**

NATHAN ROBERTS, VP OF OPERATIONS AT SOFTENSITY

Results

After IRONSCALES was implemented in Softensity, they saw a significant reduction in phishing and spam and have seen more employees get engaged in reporting phishing emails due to the increased security awareness training. As a result, Novatech has shown to be a great MSP for Softensity and helped them become compliant with the NIST Cybersecurity Framework and provided piece-of-mind that their emails are secure, and their employees can tell the difference between a legitimate and a phishing email.

"IRONSCALES is proud to deliver immense value and service quality to our clients through our strong MSP and MSSP partnerships," said Mark Fitzmaurice, senior vice president of global channels. "Novatech is a shining example of an MSSP who delivers meaningful outcomes for clients by combining technology like IRONSCALES with a white-glove approach to security by setting high bars for visibility, response, and resolution to phishing attacks."

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About Novatech

With nearly three decades of experience perfecting business solutions that increase productivity, lower costs, minimize risks and drive growth, Novatech has learned a thing or two about enhancing the competitive edge, for our clients and us. To do that, they have studied nearly every business playbook, continually test, evaluate and benchmarked technology and optimized their services to ensure they are relevant to the needs of each client. Helping them level-up and stay a step ahead of their competition.

To equip organizations of all sizes with the tools they need to thrive in the reality of now, while also embracing the future, they have developed the Novatech Managed Office. This 100% turnkey solution equips business owners and their teams with the security and flexibility that underpins business success... around the clock.

The Managed Office Includes:

✓ Managed IT

✓ Copiers and Printers

✓ Document Software Solutions

About Softensity

Softensity is a technology consultancy that is built on the foundation of putting people first in order to build long-term partnerships. They are able to provide clients with 24-hour development and support and have a global footprint in more than 15 countries, providing best-in-class developers, engineers and QAs in virtually any time zone, to help clients build truly global and distributed teams.

Learn how working with IRONSCALES makes us Safer Together. www.ironscales.com

Everything is just a click away, from initial installation to threat identification and removal.

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