# CHECK POINT™ | Visory

# Visory Finds a Secure Alternative to Virtual Desktop

| INDUSTRY | HEADQUARTERS | COMPANY SIZE |
|---|---|---|
| IT Services and IT Consulting | Chesterfield, Missouri | 51-200 employees |

## OVERVIEW

Founded in 2002, Visory offers managed IT services, hosting, and support to independent RIAs and other organizations of varying sizes nationwide. The company partners with leading technology firms to provide information and network security and support, eliminating IT issues before they cause expensive downtime.

## OUR SOLUTION

**Harmony**
Secure the Workspace

## CHALLENGE

Clients mainly using SaaS based applications were considering other alternatives to access these applications instead of hosted virtual desktops (VDIs). They were concerned about security and employees using their own devices from home and wanted an option to prevent this, yet secure, easy to use and still have solid performance.

> "The results for us were phenomenal as far as the performance and feedback from our team and far superior to the existing VPN solution we were currently using.
>
> *Steven Ryder, Chief Strategy Officer, Visory*

Visory began looking at SASE (Secure Access Service Edge) based solutions and found us. They piloted the solution with their internal team, and the feedback from them was outstanding.

## SOLUTION

Visory introduced us to a number of clients after their internal success as a way for secure access to both applications and private hosted file sharing. Features such as device posture check and web filtering and DNS filtering for improved security and connectivity, along with the other items in the Visory security stack, were a compelling reason to step off VDI.

The device posture check enhanced security by ensuring only company-owned devices accessed company resources. In fact, while Visory was testing it, an employee complained the solution was not working, only to find after rebuilding his computer, BitLocker encryption had not finished encrypting the drive, and we denied access with the explicit reason, which was helpful in troubleshooting. A frustrated employee became impressed with how well it worked and the clear reason why, which was remedied once the drive finished the encryption process.

## OUTCOME

After adopting our solution for a number of clients, Visory's ticketing volume is down, saving the company both time and money.

For example, one customer with over 100 employees struggled to run their business in a VDI environment yet felt it was the safest way to deliver technology to their team. The client collaborated a great deal using Zoom and other SaaS-based applications and found the performance not always great using virtual desktops. In addition, they would realize a large decrease in monthly hosting costs by eliminating the VDI's, while most importantly not forgoing security.

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Client satisfaction has gone up significantly with a number of customers and our support ticket volume has gone down. Clients are happier with the performance and their overall technology, while strengthening their overall security. Not much wrong with that picture

*Steven Ryder, Chief Strategy Officer*

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# CHECK POINT™

After reviewing the full security stack Visory was offering and cost savings, leading with our secure access gateway, the client began to pilot it with several people on their team.

As Visory and the client worked through how they would like the deployment delivered for the rest of the company, including auto-sensing when an employee was in the office, and our solution would not initiate, the pilot team was satisfied and ready for full deployment. After a couple of months, due to the number of offices, our solution is fully deployed, and we are seeing a great reduction in support tickets overall from the client. This helped Visory make a more profitable client and, more importantly, a much happier client.

Request a demo of Harmony SASE and experience a new paradigm of secure remote access.

## 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 Platform Services for collaborative security operations and services.

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