



HORNETSECURITY

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 **INDUSTRY** IT

 **SERVICES** 365 Total Protection, 365 Total Backup, 365 Permission Manager, Security Awareness Service, VM Backup

 **COMPANY SIZE** 7 Employees

 **LOCATION** London

 **WEBSITE** www.netflo.co.uk

Netflo, a leading provider of outsourced IT support and managed services in the UK, used to rely solely on the protection that came as part of the Microsoft 365 package before taking the decision to enhance that with a high-performance, third-party offering. They selected Hornetsecurity, with its comprehensive array of next-gen email security, backup, compliance and security awareness services for Microsoft 365. Permission management was another key consideration.

A catalyst for this decision was a [media alert](#) issued by Hornetsecurity about the vulnerability CVE-2023-23397: "Hearing about the vulnerability CVE-2023-23397 and that Hornetsecurity automatically protects you from this was the key reason to move across," recalls Jay Valambhia, Director at Netflo. "A provider who can keep on top of threats at a gateway level is a must and Hornetsecurity can definitely do this."

Mr Valambhia explained that, prior to that, robust "email security was non-existent other than what was provided by Microsoft directly", adding: "There also was no independent form of backup of Office365 and no visibility of SharePoint from an external sharing perspective."

Managing permissions within SharePoint

To tackle the inadequacy of this setup and to block all kinds of cyberthreats, enjoy constant access to their M365 data and control permissions within SharePoint, Netflo sought an overarching email security, compliance and data loss prevention solution. They were after an offering that also included functionality such as backup and recovery, access auditing and management, and security awareness.

Hornetsecurity was their vendor of choice based on the ease of use prevalent across all their offerings. They had already been familiar with the company through their use of Hornetsecurity VM Backup, which Mr Valambhia describes as "a rock solid for virtual machine backups on-premise and to offsite locations."

Equally compelling to Netflo was the "deliverability of the platforms and outstanding access to implementation services, making the transition as smooth as possible".

For an organization that wanted to quickly get up and running with enhanced security and benefit from peace of mind, these factors were critical in the decision-making process. They found onboarding to the solution to be particularly smooth and simple.

"It was as seamless as clicking sign in, approving the Office365 permission prompt and away you go. You can sign up and enable services in less time than making a cup of tea," says Mr Valambhia.

Stability and reliability

Its stability and reliability were also determining factors. "The product just works and we don't get complaints that it's not working as expected. There is definitely less noise in terms of unnecessary emails coming through and filling up mailboxes." Mr Valambhia also refers to the dependable and instant 24/7 tech support provided by Hornetsecurity. "First and foremost the product and solution works; and when it doesn't work, immediate support is provided. You can call or email and you get an immediate response, without needing to wait 24 hours for a human response".



HORNETSECURITY

netflo

Added to this, Netflo can now also benefit from M365 permission management for, unique functionality available from Hornetsecurity – enabling the company to provide its customers with a wider range of services. “Email security has calmed down emails and the amount of sophisticated spam that comes through. And 365 Permission Manager has provided a true single-pane-of-glass view of how data is being shared within an organisation.”

Added peace of mind

All this combines to enable the Netflo team to focus on other priorities, safe in the knowledge that core security elements are under control and well taken care of, with minimal time and effort on their end. This is further facilitated by the fact that all Hornetsecurity services are conveniently managed through a central, cloud-based, multi-tenant Control Panel.

Netflo’s choice of Hornetsecurity has delivered satisfaction not only within their own company but also among their customers. “We have gained added peace of mind and assurance that a competent vendor is proactively looking out for us,” says Mr Valambhia. “And since integrating with Hornetsecurity, our customers feel that the protection and services provided are good value for money in protecting their organisations.”

The Netflo team are happy to recommend Hornetsecurity to their customers as, in Mr Valambhia’s words, it is “a vendor which is fully committed towards their products and provide true value to their customers”.

“365 Permission Manager has provided a true single-pane-of-glass view of how data is being shared within an organisation”

Jay Valambhia – Director, Netflo

About 365 Total Protection

365 Total Protection is the only solution on the market to cover all aspects of data protection, security, compliance, awareness, and backup for Microsoft 365.

Clients can choose from various services to suit their business needs, and enjoy state-of-the-art email security that protects against spam, viruses, phishing, and ransomware, and offers email signatures and disclaimers. Businesses can also benefit from Advanced Threat Protection (ATP) by defending their employees against the most sophisticated email attacks, as well as by providing automated email continuity to prevent unexpected downtime, and legally compliant email archiving to keep all emails safe and searchable. Additionally, clients can opt for backup and recovery for endpoints and Microsoft 365 data in mailboxes, Teams, OneDrive, and SharePoint.

Clients can also effortlessly manage Microsoft 365 permissions, enforce compliance policies, and monitor violations with the 365 Permission Manager, an easy-to-use Governance, Risk, and Compliance (GRC)/Data Leak Prevention (DLP) service.

The solution includes AI Recipient Validation, an AI-based self-learning service that automatically detects potentially unintended recipients when users attempt to send an email and warns them about emails that contain sensitive data such as credit card information or offensive wording. With the Security Awareness Service clients can benefit from automated training of employees with realistic spear phishing simulations and AI-powered e-training, heightening awareness of cyber security risks and threats. Employees learn effectively how to protect themselves and the company. 365 Total Protection’s tailored integration with Microsoft 365 simplifies the entire experience: from signup, to setup, to feature and user management. Its central console is a perfect blend of data privacy and ease of use, enabling customers to do more and worry less.



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About 365 Permission Manager

365 Permission Manager offers a convenient and user-friendly interface for CISOs and M365 admins to minimize risk by properly governing assets and adhering to compliance standards by means of auditing. Thanks to 365 Permission Manager, CISOs get a more comprehensive view of permissions and whether items are shared with others, helping them to better protect sensitive information. It allows M365 admins to define compliance policies for sharing sites, files, and folders in Microsoft 365 and then easily monitor the states of policy compliance, and to audit policy violations – which helps organizations maintain compliance with internal and external regulations and policies.

About Netflo

Netflo is a leading provider of outsourced IT support and managed services in the UK. Netflo's services include remote support and monitoring, Microsoft 365 support, vendor management, backup management, disaster recovery and cyber security. Netflo specialises in user support and provides on-demand and onsite assistance. The company's expertise in Microsoft 365, infrastructure design, configuration services, and compliance ensures that clients' IT systems are always secure and optimised. With a focus on business continuity and cloud-first adoption, Netflo delivers reliable and scalable IT solutions.

About Hornetsecurity

Hornetsecurity is a leading global provider of next-generation cloud-based security, compliance, backup, and security awareness solutions that help companies and organizations of all sizes around the world. Its flagship product, 365 Total Protection, is the most comprehensive cloud security solution for Microsoft 365 on the market. Driven by innovation and cybersecurity excellence, Hornetsecurity is building a safer digital future and sustainable security cultures with its award-winning portfolio. Hornetsecurity operates in more than 120 countries through its international distribution network of 12,000+ channel partners and MSPs. Its premium services are used by more than 75,000 customers.