



HORNETSECURITY

isogent

ISOAGENT provides technology services to small and mid-market businesses, implementing IT Strategy, CRM, VoIP, Hosting & Data Center Management, Cloud Computing, Cloud Migration, Web Based Applications, Infrastructure, Cisco Networking and Network & Intellectual Property Security solutions with the goal of exceeding their clients' service expectations.



-  **INDUSTRY** Information Technology & Services
-  **SERVICES** 365 Total Protection Enterprise
-  **COMPANY SIZE** Around 20 employees
-  **WEBSITE** www.isogent.com

INITIAL SITUATION

Isogent continually evaluates a number of different solutions to find the best fit for their customers. "Integration, because some of them overlap, can be challenging," says Justin Wirpel, Founder of Isogent Partners, LLC. Of particular interest for their customers are email security solutions. "We had used some other products [...] and we found them to be functional but very clunky and very difficult to administer. They would make rapid changes to the product that were not welcome," says Justin, "It's a very demanding product set in some ways. It's not what our customers are looking for and it's not what our support team is looking for."

SOLUTION

For many years, Isogent had used Alvaro products. When Justin learned that Alvaro was now part of Hornetsecurity, he decided to try out the available solutions, eventually deciding that 365 Total Protection Enterprise offered the best set of features. The tailored integration with Microsoft makes onboarding Office 365 clients easy both for his team and for customers. Justin summarizes his experience succinctly "I think that between its being smooth to implement, reasonable costs and broad feature set, I think it definitely meets the needs of the current challenging environment."

RESULT

Feedback about the new email security solution came quickly to Justin. With other solutions he heard that they were finicky and hard to manage. "But I don't hear that with Hornet Enterprise security," says Justin, "I hear 'implemented' and 'happy client' and 'more secure'. So I love all of those things." Isogent is proud to have a robust email security solution that delights their customers and to have found within Hornetsecurity a partner dedicated to their success.

"I'VE FOUND HORNET AS A COMPANY TO STRIKE A REALLY GOOD BALANCE. IT'S A BREATH OF FRESH AIR TO HAVE A VENDOR PARTNER THAT REALLY WORKS FOR OUR SUCCESS."

JUSTIN WIRPEL - Founder | Isogent Partners LLC