

All the Endpoint Protection You Need

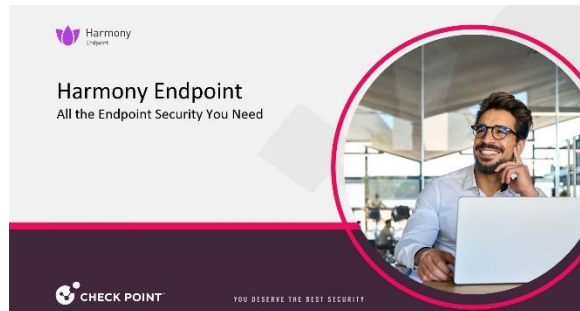
Hi

The Harmony Endpoint team is Happy to share the Following Updates from October 2024:

Main Updates

- **Sales Collaterals** – We have created new sales collaterals to help you boost sales in Q4 and build a pipeline for 2025.

- [Harmony Endpoint - Customer Deck](#)
- [Harmony Endpoint – Solution Brief](#)
- [Harmony Endpoint – Pricing & Packages](#)



- **Elite Promotion (Q4 Only)** – Use the latest analysts' reports to reach out to customers and ensure they are familiar with our incredible offer for H2. This limited-time offer is designed to drive sales and provide exceptional value to our customers.

- **Key Promotion Details:**

- 50% discount on the Harmony Endpoint Elite package
- 40% discount on Infinity Global Services credits

* Valid for deals over \$20K after discount. Relevant for Q3 & Q4 2024 sales.

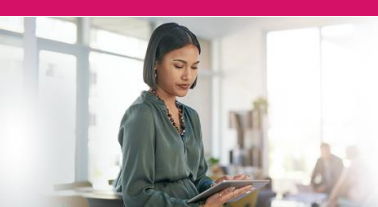
- **Relevant Assets:**

- [Slides](#)
- [Email Template](#)



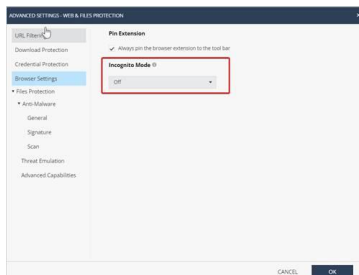
- **Smart Exclusions (GA)** – We are thrilled to release our “Smart Exclusions” as GA. With Smart Exclusions, customers can reduce 80% of the time spent on exclusions, with major Operation Efficiency improvements for creating, deleting and managing exclusions. New or Existing customers get gain from those enhancements without actively asking for it, as we enabled it automatically for all tenants.

Exclusion Name	Active / In-Active	OS	Capabilities	Value	Comment
Imported May 31, 2022	On	Win7-Aspx	All supported	Default - g7f4g-1005	
Imported May 31, 2022	On	Win8-Aspx	All supported	Default - g7f4g-1005	
Imported May 31, 2022	On	System	Operating System & Capabilities / Blades	Windows endpoint.exe	
Imported May 31, 2022	On	System		Symantec Corporation	
Imported May 31, 2022	On	System		Real Mouse	
Imported May 31, 2022	On	System		Process Aligner - WinFile	
Imported May 31, 2022	On	System		Process Aligner - WinFile and Development (DFC)	
Imported May 31, 2022	On	System		Process Aligner - Check Point Software Technologies Ltd.	Exclusion
Imported May 31, 2022	On	System		Process Aligner - Symantec Corporation	
Imported May 31, 2022	On	System		Process Aligner - TRAC MFCs	
Imported May 31, 2022	On	System		Process Aligner - WinFile	
Imported May 31, 2022	On	System		Process Aligner - WinFile and Development (DFC)	
Imported May 31, 2022	On	System		Process patch - Check Point Software Technologies Ltd.	

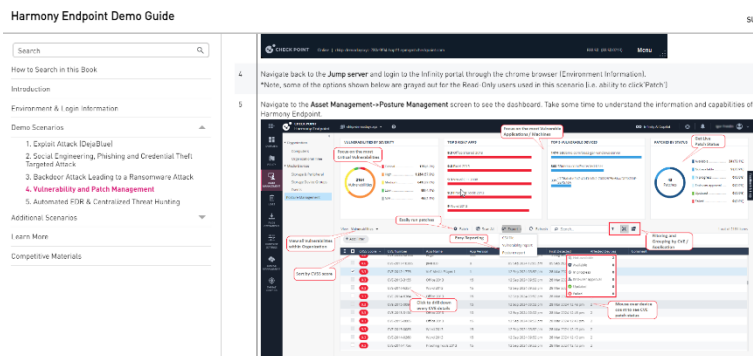


All the Endpoint Protection You Need

- **Block Incognito Mode**—It is now possible to block browser Incognito mode in Chrome, Edge, Firefox, and Brave using Harmony Endpoint and Harmony Browse policies. For more information please refer to Harmony Browse or [Harmony Endpoint](#).



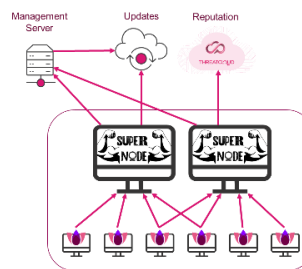
- **Posture Management Updates:**
 - **Demo Point** – We have added a new [Posture Management scenario](#) to DemoPoint to highlight our product benefits. Feel free to use this scenario for future demos.
 - **New Application View** —We are introducing a new “App View” for Posture Management. Customers can now gain visibility and take action based on the new Application view.
 - **Performance Improvements** — We have made important improvements to the portal performance and stability, Customers will now gain a much quicker posture management experience.

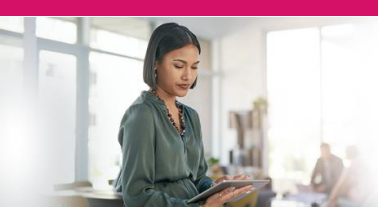


- **Semi Isolated Environments (GA)** – with client version 88.70 for Windows, our new Semi Isolated environment support will be GA. To support it, our Super-Node will work as a “Full proxy” and will allow:
 - Lower Bandwidth consumption
 - Support Semi-Isolated environments.

Learn more about this new capability:

- [Technical Training](#) (Passcode: 1ZmjqlZA)
- [Customer Presentation](#)





All the Endpoint Protection You Need

- **Linux Automated Forensics (EA)** – We are thrilled to announce the launch of our new EA program for Linux Automated Forensic Investigations. Automated Forensics is enhancing protection by incriminating malicious processes and generating a full incident report of the attack chain, dramatically reducing the time it takes for the SOC analyst to react to a threat. Further down our threat-landscape-oriented roadmap, we plan to provide full attack tree remediation, focusing on malicious processes, files, crontabs, and daemons.
 - For more info and participation, feel free to reach out to Tom Goldberg.

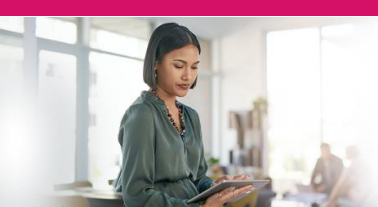


- **Google Manifest V3** – we are happy to announce that we’ve officially migrated all our Chrome users to a new extension version that supports Google’s Manifest V3. For more information about Manifest V3 please refer to [Google’s blog](#). In the coming weeks, although Microsoft has no concrete timeline for the transition, we will also move our Edge users to a Manifest V3 extension. This move should be transparent for end users.
- **Technical Training** – Our new technical training sessions are now also part of a [UniverCP course](#). Any new training session will be added to this course.



- **Product Updates** – It is extremely important for us to keep everyone updated regarding product updates and future directions, please let me know if you want to join those Bi-weekly sessions.





All the Endpoint Protection
You Need

Success Stories

- We are happy to share a major success story we had with the *Polish Police* in Q3-24.
- The local team closed a **3-year deal** at the total amount of **\$409K!**
- The Polish Police made their first Harmony Endpoint purchase in 2023, when they purchased an Advanced package. They have now decided to upgrade their license and bought the Complete package for 3 years.
- This success story is for internal use only, please do not share it externally with customers and partners.



Shout-out to the team on this great accomplishment!

Useful SKs & Links

- Harmony Endpoint – [Sales Enablement Wiki](#)
- Harmony Endpoint – [Best Practices](#)
- Harmony Endpoint – [Product Catalog](#)
- Harmony Endpoint - [Homepage](#)
- Harmony Endpoint – [OS Support](#)
- Harmony Endpoint – [Feature Coverage](#)
- Harmony Endpoint – [Demos Library](#)

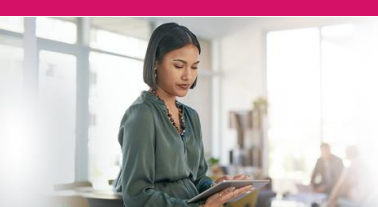
Security Client

Windows:

- Harmony Endpoint's **latest** released version for **Windows** is **E88.60**. Released in September 2024 as GA (General Availability). Please see [sk182468](#) for more information.
- Harmony Endpoint **Recommended** released version for **Windows** is **E88.32**. Released in July 2024 as GA (General Availability). Please see [sk182489](#) for more information.

MacOS:

- Harmony Endpoint's **latest** released version for **MacOS** is **E88.70**. Released in September 2024 as GA (General Availability). Please see [sk182646](#) for more information.
- Harmony Endpoint **Recommended** released version for **MacOS** is **E88.40**. Released in June 2024 as GA (General Availability). Please see [sk182239](#) for more information.



All the Endpoint Protection
You Need

Linux:

- **Harmony Endpoint's latest released version for Linux is 1.18.16**
Released in October 2024 as GA (General Availability).
Please see [sk170198](#) for more information.