> " As for the INKY banners, you really can't get anything on the market that looks as nice. You're not ever going to find banners like these that list all the reasons why things are being flagged. "
>
> *- Michael Trillo, Director of End User Engineering Agio*

AGIO

Quick Facts

AGIO is an integrated IT and cybersecurity firm with a strong culture of excellence. They cater to hedge fund, private equity, financial services and healthcare organizations throughout the world.

Industry:
Professional IT Services

Number of Employees:
Approximately 300

Location:
Headquartered in New York, with offices in San Francisco, India, Ireland, and Canada

agio.com

About the Company

Agio was founded in 2010 and has always been a fast-growing and diverse company, providing proactive managed IT and cybersecurity solutions. The company's list of offerings also includes systems monitoring and management, managed detection and response, application management, and consulting. Agio caters to hedge fund, private equity, financial services, and healthcare organizations services to companies throughout the world, empowering them with secure, reliable, and resilient information systems.

All members of Agio's highly experienced team offer clients a very personalized, white-glove service. Central to their company culture, you will find the professionals at Agio to be respectful, professional, communicative, and willing to extend a helping hand whenever it's needed.

The Need

Agio partners with leading industry technology companies to help deliver their IT and cybersecurity solutions.

Michael Trillo, Agio's Director of End User Engineering says, "We always bring that cybersecurity touch to everything we do."

While Agio's services as bundled, one of their primary focuses is cybersecurity...and with that comes email phishing protection.

The Solution

INKY is proud to be Agio's go-to anti-phishing software solution. While the company also offers other products, they prefer offering INKY to clients. "We also offer Office 365 spam and Proofpoint," says Trillo. "But I'd rather put just INKY in. Almost all of our clients go with INKY and Office 365 spam."

As an MSP, what do you like best about INKY?

MSPs have a unique view of the INKY product because they get to see how it works across a variety of different companies. When we asked Michael Trillo what he liked best about INKY, he replied, "The banners are my favorite part of the INKY offering

because end users are your biggest risk and anything you can do to help them not get phished is amazing. Having the big red or yellow banner with specific details in it – I mean, you couldn't ask for anything better than that. Nobody is going to click on anything with a big red banner and five warning items listed."

Trillo also appreciates the relationship his company has with INKY. "If we have any issues, we work through the INKY support team and they have all been great. To be honest, as our relationship has continued, I feel like it gets better and better all of the time," commented Trillo. "The same is true with the platform. It gets smarter every day - you have to give it time to learn."

Agio has also seen a reduction in the number of cases in which clients are reporting issues, which is a great success in their eyes.

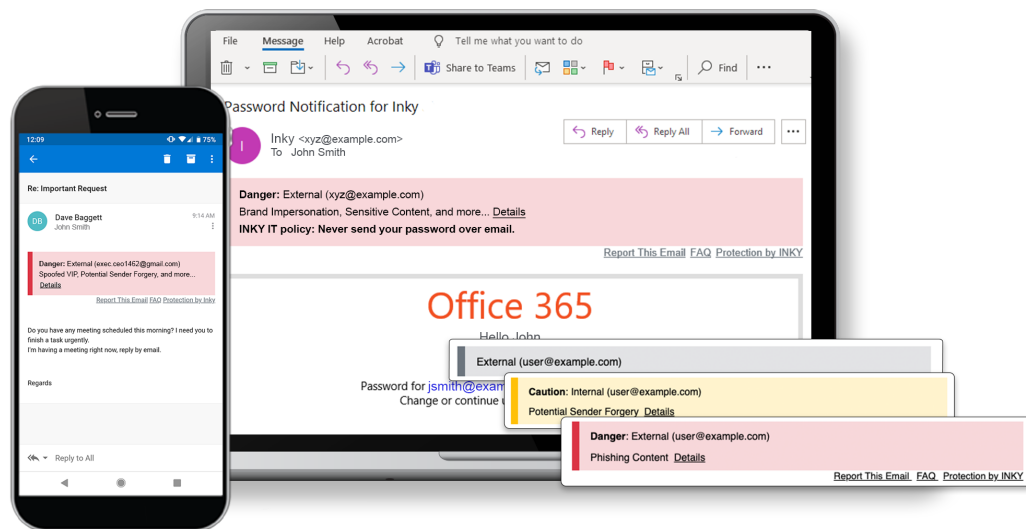## What benefits of INKY's partner program interested you the most?

The INKY partner program offers sales and marketing resources, flexible licensing, as well as deployment and administrative capabilities. When asked what aspects he likes the best, Trillo spoke to the flexible licensing and said, "The fact that we don't have to email the support team to add clients... and I can just add them myself – that is amazing. The deployment is also great. The new process takes me 10 minutes to set up a client and I'm done."

What do your clients think of INKY?

"My clients like INKY a lot," says Trillo. "They like the banners and they're great about reporting their emails. If we have any issues, we work through the INKY support team and they have all been really helpful."

A Final Word

When asked if there was anything about his INKY experience he appreciated, Trillo shared a quick story. "I have had clients do phishing campaigns and not tell us. I spoke to one of these clients after the fact and found out that INKY caught and flagged everything he had used in the test."