Case Study

NET-TECH CONSULTING

Net-Tech Consulting Reclaims Focus with Zero Trust Email Security

mailprotector®

mailprotector

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"I could see that Mailprotector's Shield was going to be a game changer."

ZACHARY KINDER | NET-TECH CONSULTING

The Mission

Since founding Net-Tech Consulting in 2001, Zachary Kinder has built his career around solving what he calls "the invisible challenges" of cyber security. "The biggest challenge is making people understand and care about things they can't see, feel, touch, or taste," he explains. "But that's what I love the most about being an MSP."

This passion for addressing unseen threats has driven Kinder to continuously look beyond traditional security approaches. However, in his quest to deliver comprehensive threat protection, he kept running into the same problem when it came to email security. No single tool could effectively do the job, forcing him to layer multiple solutions for complete coverage.

When Kinder saw a promotional video for Mailprotector's Shield highlighting its unique zero trust approach, he immediately recognized its potential. "I watched the demo and thought this is amazing. I have to get this," he recalls. "I could see it was going to be a game changer."

The Breaking Point

Net-Tech was struggling with multiple email security tools, each requiring its own separate monitoring and configuration. "We were managing multiple little panes of glass to deliver email security to our clients," Kinder explains. "What I've found in doing so is increased complexity and more room for errors. It makes it really difficult on your team to effectively address threats."

Team members were constantly context-switching between different platforms, each with its own interface and protocols. This fragmented approach not only consumed time but also created uncertainty about which tool was responsible for what aspect of security.

Beyond the technical challenges of multiple security tools, the most pressing issue was email noise. For every critical communication, Kinder was drowning in approximately 20 irrelevant emails.

"Emails would flood in and I didn't have the mental bandwidth to sift through all the bad to find the good," he recalls. The sheer volume of communication was becoming a productivity drain, making it increasingly difficult for the entire team to focus on critical business activities.

The Transformation

The transformation with Shield took about three days to click, but then everything changed. "I had to think about email security and management differently," recalls Kinder. "I was used to seeing everything come in and then managing it. Now it's being managed before I even touch it." The fundamental shift from constantly reacting to having intelligent protection up front marked the beginning of a completely new approach to email security at Net-Tech.

What followed was a dramatic reduction in email volume and administrative overhead. Where before Kinder and his team would spend valuable time manually filtering through endless irrelevant messages to find important emails, Shield automatically managed the flow, letting through only what mattered.

Shield consolidated multiple email security tools into one, eliminating the complexity that had been draining their team's bandwidth. Now, the Net-Tech team can focus on high-value work without the constant interruption of having to make email security decisions.

Kinder likens Shield's innovation to another game-changing solution: "Just as ThreatLocker® redefined application whitelisting with zero trust, Mailprotector is redefining email security with zero trust. Shield is completely different from anything else out there."

"Email is such an important avenue of communication, both with clients and systems we use. It was becoming increasingly difficult to filter out the noise and keep good emails front and center."

"I can confidently say that I'm not worried about my email security anymore. You've solved the Rubik's Cube of cyber security for email with your zero trust approach."

Unexpected Benefits

Beyond solving Net-Tech's immediate challenges, Shield delivered several unexpected advantages. Where traditional security awareness programs inject phishing simulations into unexpecting users' inboxes, Shield uses a completely different approach—teaching security as a natural part of daily email interaction. "Every time users go into X-ray, it shows them exactly why something might be suspicious and teaches better security habits in real-time. It's organic security awareness training," Kinder explains.

For Kinder, the ultimate impact of Shield goes beyond security and efficiency. "It gives you back your time," says Kinder, "which is the most valuable thing that any of us have." Most importantly, it delivered true peace of mind. "I can confidently say that I'm not worried about my email security anymore," Kinder notes. "You've solved the Rubik's Cube of cyber security for email with your zero trust approach."

Looking Forward

For MSPs considering the shift to zero trust email security, Kinder offers straightforward advice: "We're in the change business. Everything changes all the time. When new and good stuff comes along that's going to make a real impact for both you and your clients, I say spend the time, get involved."

About Net-Tech Consulting

Founded in 2001, Net-Tech Consulting is a leading managed service provider serving El Paso and Dallas/Ft. Worth, Texas. They've built their reputation on solving complex security challenges through innovative solutions and passionate client service. Their team of talented IT professionals delivers customized technology packages that fit clients' needs and budgets, with a mission to give businesses back their time through technology that simply works.

mailprotector

As THE zero trust email security company, Mailprotector enables MSPs to turn email protection from a commodity service into an unrivaled advantage. We replace complexity with confidence and constant fixes with true prevention. Backed by protection so intelligent it feels effortless, we're setting a new standard in email security. It doesn't just stop threats, it resets trust by questioning everything, so you don't have to.

Ready to reclaim your team's focus and transform email security?

Schedule a personalized Shield demo today.
mailprotector.com