

PARTNER SUCCESS STORY

GB TECH



“ We used to have two solutions to give us what INKY does alone. ”

-Ivan Burkett
Director of IT
GB tech

Fast Facts

About: GB Tech is a family owned and operated business with three locations in Houston, Texas

Industries Served: State and local government agencies, manufacturing, and nonprofits

Number of MSP Employees: 17

Mailboxes Managed: 3,000+

Location: Houston, Texas



About the Company

Family owned and operated GB Tech was established in 1986 by Gale and Jean Burkett. The company first made its mark by providing IT services to NASA and other aerospace companies. Today, GB Tech has three locations throughout the Houston area and serves both commercial and government clients. GB Tech's portfolio of offerings include managed IT services, application development, cybersecurity, and more.

Choosing INKY

GB Tech was introduced to INKY by two existing partners during a security conference. After doing their due diligence, GB Tech decided to migrate their mailboxes from Proofpoint to INKY. “We really liked the simplicity of the product, so I spoke to a few people who use INKY and they all sang its praises,” said Director of IT, Ivan Burkett. Today, GB Tech requires clients INKY's Inbound, Outbound, and Internal Email Protection, as well as Email Encryption.

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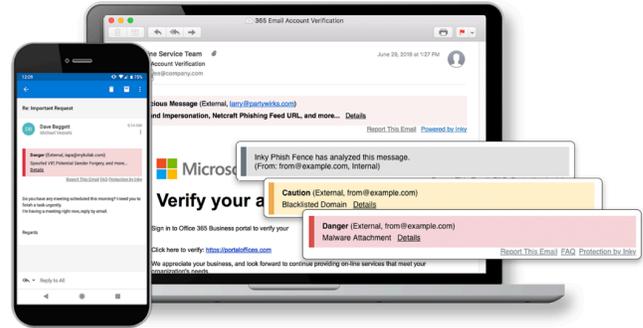
The INKY Difference

“INKY is easy to deploy and really intuitive. That’s what I like best,” stated Burkett when asked what he likes best about INKY. “It’s also great to have one solution. We used to have two solutions to give us what INKY does alone.”

The INKY banners are also a highlight. “Banners make it a lot easier for our clients to understand what’s going on because INKY tells you why things were flagged as suspicious. On our end, we like the banners because educating end users becomes a lot less work for us,” said Burkett. “INKY also stays on top of which websites and IP addresses other security vendors use for mock phishing attacks and makes whitelisting simple.”

A Final Word

When asked if there was anything about his INKY experience he appreciated, Burkett added, “You have a single pane of glass for email security. You can go through and tweak it as you see fit – even setting global policies for the whole organization. This has truly been one of the easiest platforms for our techs to implement, manage, and for our clients to understand intuitively.”



Color-coded banners protect and educate users giving guidance about what, if anything, is suspicious about the email.

AI Capabilities for Unmatched Email Security

Email Rendering and Computer Vision

INKY renders every email and applies computer vision algorithms to “see” each email as the human recipient will. This helps identify brand impersonation attempts.

Text Understanding & Conversation Analysis

INKY’s GenAI incorporates language understanding so it can “read” each email and understand its intent. This allows INKY to identify scams that simple pattern matching cannot.

QR Code Detection

INKY’s AI driven QR code detection technology scans emails for QR code imagery and decodes these images to determine if the encoded URL is safe.

Approximate Matching Engine

INKY’s proprietary matching engine finds brand indicative and scam indicative text, even when attackers try to cloak it using zero font and other tricks.