

CASE STUDY

Fortify Technology onboards 1,100 users in 24 hours with Phin

JUL 2025



Full feedback session



“It’s a **no regrets decision**. The platform does what it says on the label... I use it intentionally as a **source of competitive advantage**.”



Partner Since May 2025

Size 11 Clients

Enrolled Users 1,222

Decision Maker Bill Hunter

Evaluated Providers

KnowBe4

Huntress (*Previous Provider*)



Fortify Technology, a security-focused MSP, needed to replace a large client’s legacy security awareness training.

Frustrated with rising costs and growing complexity, they needed a platform that improved both the economics and the experience for users and administrators.

Phin’s ultra-simple deployment allowed them to enroll 1,100 users within 24 hours, drastically reducing management overhead and increasing the value delivered to their clients. Intelligent automation, insightful reporting, and MSP-friendly pricing made training cost-effective while freeing up resources needed to provide more value for their clients.

The Challenges

- Large client was using a legacy SAT provider due to be retired.
- Thousands of users had to be migrated to a new platform without disrupting training.
- Time was being lost to managing manual, disconnected processes that would be better spent measuring and improving the effectiveness of training.
- Needed a cost-effective platform that didn't sacrifice quality.

Phin's Solution

Phin's simplified tenant onboarding meant Fortify could quickly migrate 1,100+ users over from their old platform. Users were almost instantly onboarded using the **Azure sync**, and trainings were scheduled almost just as fast, with **one-click allow-listing and automated campaign scheduling**.

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The price point is really good. We pass it on for free, but there's **significant margin opportunity**.

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Even with thousands of seats to manage, Fortify's end-users now get access to more relevant and various trainings. Fortify does **little to no work when it comes to tedious tasks** like adding new users, assigning training, and ensuring accurate and relevant training is being sent. Phin sends **automated training reminders**, so their techs no longer have to spend time following up with users.

Phin's **MSP-friendly pricing** is cost-effective, saving Fortify money not just on the cost per seat, but also on the **time saved** that can be put towards higher value activities.

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The time to manage is minimal—hours a month. Most of it's reviewing reports.

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Results

Fortify Technology now has **more time to spend** on measuring and reporting on the effectiveness of training to **increase overall security and value** for their clients.

1,100+

End users enrolled in training within the first 24 hours.

8 Days

Median time between training assignment and completion.

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Easiest deployment of any platform I've worked with.

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