mimecast

Replacing Cybersecurity Solutions Can Be Easier.

Change can be hard. Mimecast is there to help.

Switching to a new solution can be difficult because:

- There's risk of confusion and miscommunication when off boarding one vendor and onboarding another simultaneously.
- A switch can come with downtime that threatens security.
- There are not enough resources to maintain two solutions while a transition takes place.

As vexing as these difficulties are, there's good news:

- Responsibility for maintaining cybersecurity isn't just the CISO's job anymore. It's now the collective responsibility of every organizational leader.
- By 2026, 50% of C-level executives will have performance requirements related to risk built into their employment contracts. (Source: Gartner)
- The key is to remind C-level executives of the above considerations when a better solution is required.

Use this checklist to make your case for why a new vendor is needed:

- Reach out to the new security solution vendor and explain your resource constraints.
- Nudge them to offer a discount or period of time where their solution is free of cost during the transition phase.
- Seek a longer ramp up period for the transition.
- Ask about phasing in the new vendor's implementation over time.
- Establish support relationships to ensure success up front with the new vendor.
- Ask the new vendor for additional time for end-user training to maintain operational integrity and ensure seamless migration of security policies and reporting.

Learn how Mimecast's Bridge Program can help