



Quotient
Sciences

Quotient Sciences Accelerates Data Protection with Mimecast

As a drug development and manufacturing accelerator helping customers develop new medicines for patients in need, making it crucial that Quotient Sciences keeps customer's intellectual property secure. In fact, the information they handle is priceless. And that's why Quotient Sciences trusts Mimecast to make sure it never falls into the wrong hands.

Vision

Initially, Quotient Sciences relied on security tools provided by Microsoft to manage and secure their global team's email users. "One of the main issues with Microsoft was that it was all over the place," said Paul Sumpter, VP Information Technology at Quotient Sciences. "Managing messaging security was spread across many admin management portals, and I wanted to have it all in a single pane."

Sumpter was in search of a solution that wouldn't just keep threats at bay, he was in search of a vendor to work alongside his team. "If you're trusting an outside party to look after security, you want to trust that partner. You need to be confident that you can trust the system you're using to manage security," said Sumpter.

At a Glance

Quotient Sciences is a drug development and manufacturing accelerator with pharmaceutical manufacturing and clinical testing facilities in the U.S. and U.K.

Problem

Required a single security solution to keep customer data secure and provide a single pane of management for the IT team to manage.

Solution

- Mimecast Email Security (Secure Email Gateway with Targeted Threat Protection and Internal Email Protect) DMARC Analyzer, Archive, Continuity, Sync & Recover, Secure Messaging, Large File Send

Benefits

- Single integrated console to manage advanced threats and email security with granular controls
- Thousands of emails blocked every day saving the IT team from repetitive manual tasks
- Customers immediately recognize the Mimecast name as a leader in email security

Quotient Sciences Engineers a Data Protection Solution with Mimecast.

And he knew that Quotient's customers required a higher-level of security as well. "One of the first things a new customer asks us is how we're managing security. They want to know that there's a robust email solution in place and that their data is in good hands."

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Paul Sumpter

VP Information Technology at Quotient Sciences

Strategy

With this in mind, Sumpter worked to implement a new security solution as soon as he joined Quotient Sciences. In fact, an incident at a different organization prompted him to make the move. "At a previous employer, we experienced quite a significant attack that was state sponsored. It took six-to-eight weeks just to deal with the fallout," Sumpter said. "If that organization had worked with Mimecast when it was attacked, there's no way it would have happened."

A staple of Sumpter's cybersecurity strategy, he knew Quotient Sciences would benefit as soon as he joined the organization. "Ever since that incident at my previous employer, Mimecast has been my go-to product. And if it's not there when I arrive at an organization, it is in a couple of months. I'm now on my third Mimecast deployment."

Outcome

Sumpter noticed a difference as soon as Mimecast was switched on. "It's night and day. Because it's so accurate, Mimecast is blocking something like 3,000 malicious emails a day – that's 3,000 emails we don't have to spend days or weeks looking at manually," he said.

The benefits don't stop there. "DMARC Analyzer has allowed us to increase our overall external posture when it comes to email security, while Archive and Sync & Recover give us peace of mind so we don't have to worry," Sumpter notes.

And Quotient Sciences finally has that trusted partner looking out for them. "It's truly a partnership. When I need to escalate an incident, Mimecast's there," said Sumpter. "And because email security is a constantly evolving area, we routinely chat with our account manager to tweak the solution."

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