



# Bray Solutions Fulfil Cybersecurity Demands with Mimecast

**From a parent company that leased warehouses, Bray Solutions was created to provide an end-to-end third-party logistics (3PL) and e-commerce order fulfilment solution. And with this evolution, there became the need to significantly upgrade its cybersecurity to protect its 70-person workforce, and valuable email connections with key organisations.**

## Customer Vision

As a key supply chain provider to hundreds of customers, Bray also needed to instil trust that its communications were secure. Bob Sampson, Head of IT for Bray Solutions, selected Mimecast five years ago for his cybersecurity needs, based on the premise that Mimecast's cybersecurity suite of products could keep pace with the new and challenging cybersecurity demands of the UK's leading 3PL company. Initially, Bob tapped Mimecast for its email security solution, since email is the backbone of the company's communications with customers, suppliers, and partners.

"Email security is everything to our organization," says Bob. "We receive thousands of emails daily and can't always rely on our customers, partners and suppliers to employ the latest cybersecurity measures.

### At a Glance

Bray Solutions is an end-to-end third-party logistics (3PL) and e-commerce order fulfilment provider.

### Problem

Bray Solutions' IT team needed a partner that could grow with its increased cybersecurity and compliance needs, ranging from email security to awareness training.

### Solution

Email security, Internal Email Protect, Web security, Archiving, Sync and Recover and Security Awareness Training.

### Benefits

- Easy archiving and retrieval for sensitive documents needed in e-discovery.
- Outstanding email protection that is constantly up and running.
- State of the art protection that evolves with changing threats and needs.
- Vigilant and easy-to-understand cybersecurity awareness training to help employees avoid threats.

We turned to Mimecast to keep our company safe from the growing number of phishing, malicious and social engineering attacks. Prior to deploying Mimecast Email Security, at times as high as 92 percent of our email was spam, including threats ranging from malware to whaling. After deploying Mimecast, spam virtually vanished for all our email accounts.”

## Customer Strategy

After successfully using Mimecast Email Security, Bob wanted to up his cybersecurity game to include Mimecast Web Security and Archiving solutions. For Bob, Mimecast’s eCloud Archive solution guaranteed email retention, which cannot be deleted by end users and helped his company meet its e-discovery and compliance obligations. “As an ISO-certified company, compliance is very important to our organization and customers, and email archiving is essential in keeping up with compliance. Mimecast’s archive solution was perfect for our needs and allows us to easily recall our emails at a moment’s notice,” says Bob.

## Customer Outcome

Bob continues to take advantage of Mimecast’s full suite of solutions and just added Awareness Training, which he’s testing out on his own IT Team. “While Mimecast’s email security platform eliminates nearly all our email-borne risks, it’s important to be ever-vigilant when it comes to email threat vectors, and we see that providing our employees with cybersecurity training to help them avoid harmful attacks, which grow more sophisticated every day, only benefits the company in the long term.

Employees need to be an active part of your defences, not a passive weakness.”

Bob adds, “We continue to count on Mimecast to protect our company against an array of cybersecurity attacks and believe every company should continually improve its cybersecurity arsenal and not remain stagnant. Email security is often overlooked, but often it’s a company’s first line of defence. If customers, partners, and vendors can’t rely on us to securely communicate, how can they trust us? We’ve trusted Mimecast for the past five years and, just like our company, Mimecast doesn’t rest on its laurels. It continues to improve its cybersecurity suite of products, making it very easy for us to depend on them as cyberthreats grow fiercer. We see this as being increasingly important as we move toward new ventures such as becoming a bonded warehouse and tendering for larger, more prestigious contracts where the integrity of that client relationship is even more critical.”

**“Email security is everything to our organization,” says Bob. “We receive thousands of emails daily and can’t rely on our customers, partners and suppliers to employ the latest cybersecurity measures. We turned to Mimecast to keep our company safe from the growing number of phishing, malicious and social engineering attacks.”**

*- Bob Sampson  
Head of IT, Bray Solutions*