

Partner Case Example

Proofpoint



"The flexibility, performance and speed that ISYS offered was excellent – and at a far more competitive cost. They work closely with our product teams to ensure our customers reduce their risk and have an efficient and effective email archiving and data loss prevention solution."

Product Manager
Proofpoint

THE PROBLEM

Proofpoint is about using innovative technology to help make business work better, and delivered through its SaaS and on-premises solutions for inbound email security, outbound data loss prevention, privacy protection, email encryption, e-discovery and email archiving.

The company focuses exclusively on solving the unique challenges posed by enterprise email. Because every enterprise is unique, flexibility defines Proofpoint solutions, deployments and support. It is this flexibility that Proofpoint wished to retain and develop to gain competitive advantage.

Within Proofpoint's suite of offerings, the Data Loss Prevention Platform is sold to clients as both an enterprise application and Software as a Service (SaaS). This solution enables companies to monitor both the incoming and outgoing information flow to protect against outside threats including spam, phishing, malware and unpredictable email volumes before they hit the enterprise gateway.

Initially, Proofpoint worked with Autonomy Keyview and Oracle to provide the email archiving, search and document filtering as part of its Data Loss Prevention Platform.

But over time, Proofpoint found their search functionality becoming increasingly limited. Applications such as AutoCAD and Visio were no longer supported – putting Proofpoint's small and larger Fortune500 customers at some risk.

Coupled with the existing vendors' limited functionality and reduced flexibility, Proofpoint was also faced with significant increases in recurring license fees from both vendors. So, Proofpoint opted to look elsewhere and selected ISYS.

THE SOLUTION

With ISYS Document Filters, Proofpoint gained the flexibility, speed, innovation and support it wanted to meet both the current and future needs of its customers.

Not only was ISYS significantly faster than either Autonomy or Oracle in extracting text and metadata, it was easy to integrate and is the only solution that continues to support bespoke file types such as Visio and AutoCAD. Just as importantly perhaps, one product from ISYS covered both email archiving and data loss prevention – applications that had previously required separate solutions.

Now Proofpoint is able to provide complete analytics functionality across any file format (including AutoCAD and Visio), across multiple platforms; reducing the customer risk. The company has been able to quickly roll the embedded ISYS solution out across multiple customers, including its largest global client.

ABOUT PROOFPOINT

Proofpoint focuses exclusively on solving the unique challenges posed by enterprise email. Their best-of-breed solutions combine multiple innovative security features into a single platform with a three-part mission: Improve security and compliance. Minimize ongoing costs. Simplify the management of it all. Proofpoint leads the way with SaaS-based email security and compliance solutions, but also specialize in appliance, virtual appliance and unique hybrid deployments.



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