

# State & Local Government

## Introduction

This case study of a state & local government is based on a February 2018 survey of Cisco Email Security customers by TechValidate, a 3rd-party research service. The profiled organization asked to have their name blinded to protect their confidentiality.



“We block 94.2% of our yearly incoming mail, 93.2% of that is stopped by reputation filtering. Cisco Email Security also gives us the ability to see trends in the amount of incoming and blocked mail each year. It is easy to get reports and the administrator interface is intuitive.”

## Challenges

The business challenges that led the profiled organization to evaluate and ultimately select Cisco Email Security:

- Reasons for purchasing Cisco Email Security:
  - To protect against advanced threats (ransomware, business email compromise (BEC) or phishing)
  - To improve spam efficacy
- Purchased Cisco Email Security over the following competitive solutions:
  - Symantec
  - Trend Micro
  - MailMarshal

## Use Case

The key features and functionalities of Cisco Email Security that the surveyed organization uses:

- Currently deploying Cisco Email Security using an on-premise email security appliance (ESA).

## Results

The surveyed organization achieved the following results with Cisco Email Security:

- Is extremely satisfied with their purchase of Cisco Email Security.
- Cisco Email Security enables their organization to:
  - Prevent security breaches
  - Detect threats faster
  - Remediate advanced malware
  - Secure sensitive information in transit with encryption

### Organization Profile

The organization featured in this case study asked to have its name publicly blinded because publicly endorsing vendors is against their policies.

TechValidate stands behind the authenticity of this data.

Organization Size:  
**State & Local**

Industry:  
**Government**

### About Cisco Email Security

Defend against ransomware, business email compromise, spoofing, phishing, and spam while protecting sensitive data with data loss prevention (DLP) and encryption.

**Learn More:**

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