Internal Only

Wedlake Bell

Wedlake Bell I.T. Staff were constantly having to respond to users clicking on links in Phishing emails which led to business staff being unable to carry out their duties on their devices and I.T. staff being taken away from working on important projects. The business was also unable to be a trusted 3rd party supplier to provide professional services to Barclays Bank until they had a Security Awareness Solution in place.

- Deal Size : - £6,000
- Close Date : - November 2018
- Vertical/Region : - Legal / United Kingdom

Win Results

"We liked the fact that the platform was easily setup within 2 hours and provided the capability to test staff with phishing emails, but in addition to that, the system allows staff to be enrolled in remedial training campaigns if they click a malicious link or attachment"

"Within 6 months of kicking off our phishing program, we reduced the user phish prone percentage (i.e. those who fell for the phishing test) by 50% to 15% from an initial baseline susceptibility of 30% across the business.

"Feedback from staff to I.T. on the quality of the security awareness training courses was that they were highly enjoyable and didn't get in the way of their day job as they only took up to 10 minutes to complete. Staff also felt the content was extremely useful at home as well as in the workplace".

applegreen

Applegreen had no human cyber risk management solution in place and knew that the root cause in practically all security incidents was Human Error and they wanted to address this risk by implementing a security awareness platform. Many staff had previously clicked on links in phishing emails with an annual cost to the business of at least €100,000 in staff downtime, security investigations and clean-up, and the company wanted to run their own tests to raise staff awareness.

- Deal Size   : - €18,000
- Close Date   : - April 2019
- Vertical/Region   : - Retail / Ireland

Win Results

"The deployment was very quick, and our IT department were extremely impressed with the fact it was non-intrusive and simple to deploy. The ability to generate personalised phishing emails was simple and very effective. I can highly recommend the service."

"Within 6 months of kicking off our simulated phishing program, we saw a reduction in the number of actual incidents on the network and achieved substantial cost benefits and staff productivity."

"Previously our 45 minute security courses were delivered once a year, much to the annoyance to staff and the business. By delivering shorter, enjoyable and educational "bite size" courses throughout the year, staff were keen to say they much preferred the new style and actually were able to take on board what was being taught."