



CASE STUDY

Wedbush Securities Uses Proofpoint to Make its eDiscovery Process More Robust and Efficient

ABOUT WEDBUSH SECURITIES

Located in Los Angeles, California, Wedbush Securities is a leading financial services firm.

www.wedbush.com

PRODUCTS DEPLOYED

- Proofpoint Enterprise Archive™
- Proofpoint Enterprise Protection™

DEPLOYMENT TYPE

- SaaS

EXECUTIVE SUMMARY Wedbush Securities had an outdated email archiving solution and was looking to adopt a new system that was faster, simpler, more robust, and offered more flexibility defining or changing policies. Since Proofpoint was already the vendor of record for the company's email protection, putting Proofpoint on the short list for an archiving solution was a natural choice. Proofpoint Enterprise Archive was selected because of its robust search functionality, plus its intuitive, easy to use interface for defining rules. With help from Proofpoint, the system was up and running for Wedbush Securities' 1000 email users within days. The importation of millions of legacy emails was completed shortly thereafter.

BUSINESS SITUATION Prior to deploying Proofpoint Enterprise Archive, Wedbush Securities had been using an on-premises archiving solution for more than 10 years, with another vendor. Over time, the company outgrew the system and was less than satisfied with the vendor's technical support. The solution was inefficient to use and very cumbersome for IT to maintain.

For Wedbush Securities, a key driver in evaluating new archiving solutions was the desire to find a Software-as-a-Service (SaaS) deployment that

was user friendly and, from an IT perspective, efficient at performing eDiscovery, and satisfied SEC/FINRA regulatory requirements. Wedbush Securities was already using Proofpoint's protection solution with positive results. After evaluating other SaaS archiving solutions, Wedbush Securities found that Proofpoint Enterprise Archive could easily create IT efficiencies and solve issues that were critical to the organization for their compliance and eDiscovery needs.

SOLUTION As a financial institution, Wedbush Securities had other considerations aside from an elegant email archiving system. Wedbush Securities chose Proofpoint Enterprise Archive because it is a Software-as-a-Service (SaaS) email archiving solution that addresses the company's key challenges, which included eDiscovery, compliance, and email storage management. The company also wanted to off load the headaches of managing email archiving in-house.

Once Proofpoint Enterprise Archive was selected, there were three parts to the implementation: the initial setup, definition of all the policies and supervision, and the import phase. The system was up and running within days, and the entire import of 20 million email messages was completed within a few months.

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IT EFFICIENCIES Wedbush Securities is using Proofpoint Enterprise Archive to improve IT efficiencies for eDiscovery and compliance, while also protecting all email with built-in Proofpoint DoubleBlind Encryption™ for a complete, secure SaaS archiving solution. Proofpoint DoubleBlind Encryption is a patented technology used in Proofpoint Enterprise Archive to ensure the absolute security and privacy of your organization's archived information. This breakthrough encryption technology delivers guaranteed data security coupled with high-speed searchability.

"I think the performance around eDiscovery is really a big benefit, and something that we wouldn't get with an in-house solution. I can do any type of search through the system, and know I am getting a response time within 30

seconds. It's so easy to use and very efficient for IT, Compliance and Legal to perform discovery searches now," said Mattias Torny, director of IT, at Wedbush Securities.

MEASURABLE BENEFITS So far, Wedbush Securities has experienced the following benefits with Proofpoint's Email Archiving Solution:

- More timely discovery
- Automatically enforced email retention policies
- Supervision review features that simplify audit processes and compliance with SEC and FINRA regulations
- High-speed search technology that enables results in 20 seconds or less
- Patented DoubleBlind Encryption guarantees that data is fully protected in transit and in the cloud

Furthermore, Wedbush Securities has gained approximately a 50 percent efficiency improvement in the email supervision process by using the compliance feature in Proofpoint Enterprise Archive.

"Proofpoint Enterprise Archive addresses the challenges that many financial institutions face today with finding a secure, efficient archiving solution for email," said Peter Galvin, chief marketing officer, Proofpoint. "Proofpoint's archive solution is much more than a storage repository for email and includes powerful eDiscovery and compliance features that benefit both IT and legal departments. It securely stores encrypted email data in the cloud while an on-site appliance ensures security between Wedbush Securities' local email server and Proofpoint's storage cloud."

ABOUT WEDBUSH SECURITIES *Wedbush, Inc. is a leading financial services and investment firm that, through its holdings, provides private and institutional brokerage, investment banking, research, clearing and execution, private capital, commercial banking, and asset management to individual, institutional and issuing clients.*

WEDBUSH

ABOUT PROOFPOINT *Proofpoint focuses exclusively on the art and science of cloud-based email security, eDiscovery and compliance solutions. Organizations around the world depend on Proofpoint's expertise, patented technologies and on-demand delivery system to protect against spam and viruses, safeguard privacy, encrypt sensitive information, and archive messages for easier management and discovery. Proofpoint's enterprise email solutions mitigate the challenges and amplify the benefits of enterprise messaging. Learn more at www.proofpoint.com.*

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