



How a top-tier law firm implemented in just 8 weeks a secure compliant email system and won the confidence of its employees

Industry: Professional Services
Geography: North America (United States)

Business Challenge

Babst Calland needed to comply with security requirements required by clients and their insurance company, facing the potential of much higher insurance premiums or not meeting the security expectations of clients. They had a responsibility to protect their client's and firm's data and implement a security solution to protect the data on their users' mobile devices.

Solution

After thoughtful evaluation of competition, they chose **IBM MaaS360** with help from business partner **ConnectTel**, based on security functionality, cost, and the impact on our users.

Outcome

- Full system in production in ~ 8 weeks for over 200 users
- Security functionality - MaaS360 provided the exact level of security required
- High user satisfaction
- Excellent support from business partner ConnectTel

Solution Components

- [IBM MaaS360](#)

