

### THE COMPANY

A mid-sized east coast financial services holding company selected Sigaba SendAnywhere™, Sigaba Secure Vault™ and Sigaba Secure Messaging for Mobile Devices™ to secure communications with company subsidiaries and customers. The company operates a regional bank with twenty-five offices in the Washington Metropolitan region, a residential mortgage lending company with seven regional offices, a trust division with \$5.8 billion in assets, a full service brokerage company and an asset management company. The company takes pride in deploying state-of-the-art technology to provide its customers with financial products equal to or superior than those offered by larger financial organizations.

### THE PROBLEM

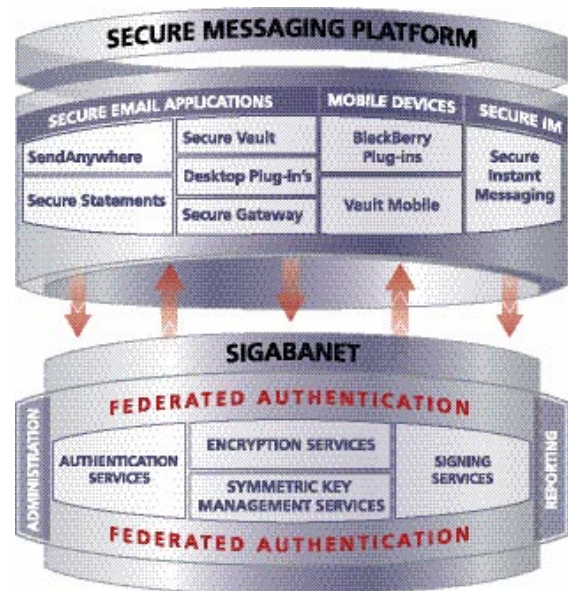
The financial institution was seeking to secure its email communications between the holding company and its subsidiaries to comply with regulatory mandates. They also wanted the flexibility to extend secure communications and secure file transfer to the end-customers of their businesses. They sought a solution provider that could offer a broad variety of messaging options including support for mobile devices.

### THE SOLUTION

Sigaba SendAnywhere, Secure Vault, Outlook plug-ins for desktop-to-desktop encryption and Sigaba's mobile device support comprised the winning solution. SendAnywhere provides support not only for interdivisional communications but for external customer communications as well. Secure Vault was deployed for its ability to support large file transfer for multiple documents between the company's mortgage lending operations and the residential borrower. The company sought to secure senior executive communications desktop-to-desktop with Outlook plug-ins and to further secure senior managements mobile email with Sigaba's support for handheld devices.

The customer put a high value on the ability to brand emails for the holding company and each of the subsidiaries. Sigaba's highly flexible branding capability was viewed as a way to enhance communications and refresh the company's value proposition in the minds of its end-customers. Each of the company's business units were able to generate a distinct look and feel for its secure email communications.

Sigaba's ability to seamlessly integrate with the variety of differing email directory repositories at each of the company subsidiaries without introducing any IT administrative burden was viewed as an impressive and differentiating capability. As a financial services company, Sigaba's fine-grained sender control of encrypted messages and Sigaba's robust auditing capabilities for compliance monitoring gave the company the ability to provide detailed reports on when customers accessed their secure email. This coupled with overall intuitive ease of use and ease of implementation of the Sigaba solution were the keys in the customer's selection criteria.



### ABOUT SIGABA

Sigaba provides secure email, statements, and mobile messaging solutions to enterprise customers in industry and government that need to securely exchange information with colleagues, customers and partners. Sigaba separates authentication from encryption, is FIPS certified, interoperable with or without certificates, and users stay in full control of access to messages.

#### CONTACT US

1875 S. Grant Street | (800) 475-8226 (sales)  
Suite 850 | (650) 572-6100 (main)  
San Mateo, CA 94402 | (650) 572-6101 (fax)  
www.sigaba.com