

# Janusnet Customer Success Story

New Zealand Ministry of Business, Innovation  
and Employment



The Ministry of Business, Innovation and Employment's purpose is to grow New Zealand for all and provide a better standard of living for all New Zealanders. The Ministry does this by working with others to help businesses to be more competitive, improving job opportunities and by ensuring quality housing is more affordable.

MBIE was formed in July 2012, integrating the functions of four major government agencies, the Department of Building and Housing, the Ministry of Economic Development, the Department of Labour and the Ministry of Science and Innovation. MBIE employs about 4,500 people across New Zealand and in 22 off-shore sites.

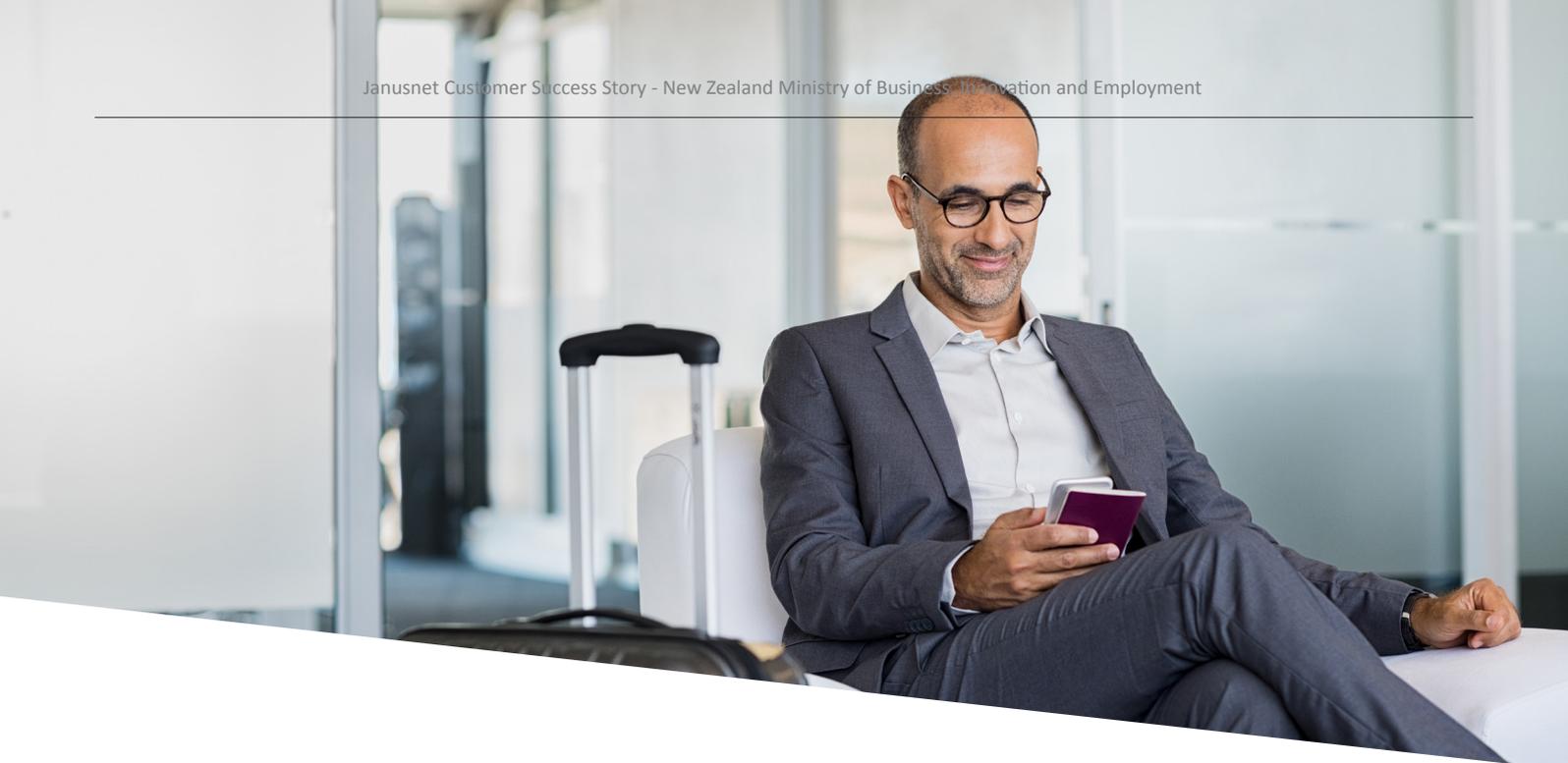
## IT integration presents a major challenge

Integrating four major government agencies had impacts for IT as well. There were the obvious challenges as well as two major issues: mobile device and email management. There were four different mobile environments and five different technologies to manage, plus equally disparate email environments.

With recent high profile international data leaks, security was a priority. The use of email classification, that is marking emails at source with a security classification, was mandated.

“That gave us two problems to solve not one - email classification and rationalising mobile device environments - and neither was simple” says Project Manager, Matthew Morris.





## ‘Lockdown’ not the answer

To solve the mobile device question, the project team looked at two options— containerisation (enabling email to be opened only in a secure passcode-protected container) and filtering (blocking delivery of sensitive emails to mobile devices, yet enabling users to view them, and to receive others).

When they looked closely at containerised solutions, they found the controls severely limited browsing and use of apps, so MBIE would be ‘paying a lot of money to secure devices that could only be used for calls and emails’ Morris recalls. They also found usability issues; two passcodes were needed to access emails, so this solution seemed to represent limited benefits.

The project team took a closer look at its real needs; most users didn’t handle sensitive emails, so locking down everyone to protect a few didn’t make a lot of sense. As Matthew Morris says: “While we’re security-conscious, we’re also business-focussed; we want our people to be effective, and locking them down like this was not the answer”.

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*Matthew Morris, Project Manager MBIE*

## Focusing on the real problem

The project team then took a closer look at email filtering—the Janusgate Mobile solution from Janusnet—which blocked only delivery of sensitive emails to mobile devices. Users could receive other messages and read the sensitive ones; they just couldn’t download the latter until back at their secured desktops.

Janusnet also had a classification solution for both email and webmail, which would make the email filtering even more effective. While this looked like a better option, the project team put both options forward: containerisation with lockdown or email classification with filtering. “The vote was unanimous for the Janusnet approach” says Matthew Morris.

*“The vote was unanimous for the Janusnet approach....they gave us pragmatic advice - what we needed, not just what was possible - which helped us to apply the ISM on a practical level”*

*Matthew Morris, Project Manager MBIE*

## Easy & fast implementation

**MBIE piloted three Janusnet products—Januseal For Outlook, Januseal For Outlook Web App and Janusgate Mobile— for 25 users. According to Morris, implementation was ‘very, very easy’ for the project team:** Janusnet had a ready-made training kit and wizard-based help manual customised to the New Zealand ISM (Information Security Manual), so setting up email and webmail classification was fast and simple. Both are easily configured, so tweaking the New Zealand ISM to MBIE’s exact situation was quick and pain-free too. Janusgate Mobile installed directly onto the devices and supported all four mobile environments, so that was also simple.

“Janusnet was outstanding, they gave us pragmatic advice— what we needed, not just what was possible— which helped us to apply the ISM on a practical level. They know their products and this space inside out, and their response times are fast too. I’d say one of the best vendors I’ve come across,” says Matthew Morris.

Morris was also impressed with Janusnet’s NZ partner, Scientific Software & Systems: “SSS is much more than local resellers; they’re IT security specialists and provide a whole solution including professional services and support, so we get much more leverage and higher ROI”.

## Big changes

After just nine months, MBIE has seen some significant changes: mobile device use is up dramatically, and off-site users are able to react more quickly and communicate with MBIE more effectively.

Instead of 1,100 mobile devices locked down, most are relatively unrestricted; just 10 are enabled to receive high security classification emails, and MBIE knows exactly where each device is all the time. In addition, MBIE can give mobile devices to contractors, yet limit their access to just calendars if necessary, so MBIE has both control and flexibility.

## Next Steps

MBIE is about to roll out the Janusnet products to all 4,500 of their users with priority by email classification. Morris expects this will be easy to sequence and manage, too. “For us, the three Janusnet solutions combined is giving us much more than the sum of the parts.

Email classification is making email filtering more effective, and Janusgate mobile is enabling our people to do their jobs”.

## Secure Emails to Mobile Devices With Janusnet

Mobile devices promise greater flexibility and productivity, however employees are sending, receiving and holding more data on mobile devices than ever before. This means a great deal of communication and data is outside your network – and outside your control.

Janusnet has a suite of reliable solutions to secure your organisation’s mobile devices at a fraction of the cost and complexity of other solutions.

**Evaluate our solutions at [www.Janusnet.com/evaluate](http://www.Janusnet.com/evaluate) or contact us to find out how we can help you.**



## About Janusnet

Janusnet makes information security easier, faster and more cost-effective. By providing our customers with practical, flexible solutions that are quick to deploy, simple to use, and built to integrate with existing infrastructure, we take the complexity out of IT security management.

Alongside our award-winning, intuitively-designed products, our clients benefit from an exceptional level of service, with fast response times and outstanding customer support.

From government to private enterprise, we are trusted around the world to reduce the risk of information loss and empower people to improve information security in their organisation.

**Visit us: [www.Janusnet.com](http://www.Janusnet.com)**

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