TESSIAN

Tessian Case Study

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JTC

JTC

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Adam Jeffries
Chief Information Officer

Tessian Filters Deployed

To Prevent Misdirected Emails →

Guardian uses stateful machine learning to automatically prevent highly sensitive emails being sent to the wrong recipients due to inadvertent human error.

To Prevent Non-Compliant Emails →

Constructor allows enterprises to design and deploy customizable email security filters to control security and compliance on outbound email.

To Prevent Unauthorized Emails →

Enforcer uses stateful machine learning to automatically prevent highly sensitive emails being sent to unauthorized and personal email accounts.

JTC is a publicly listed, award-winning provider of fund, corporate and private wealth services to institutional and private clients. Founded in 1987, JTC have c.600 people working across their global office network and are trusted to administer assets of c.US$85 billion. Putting clients at the heart of the business and developing and investing in talent have been key to JTC's growth.

Tessian is a machine intelligent email security platform to automatically prevent security threats including misaddressed emails, data loss and non-compliance. Tessian uses machine learning to understand normal email communication patterns in order to automatically identify email security threats in real time, without the need for end user behaviour change or pre-defined rules and policies.

A Shared Journey →

There is a natural fit between JTC and Tessian. Tessian's machine intelligent approach is revolutionising the way companies prevent against data loss is well suited to JTC's forward thinking attitude, and entrepreneurial mindset.

This natural fit was demonstrated early on in the relationship between JTC and Tessian. In the space of one month JTC listed on the London Stock Exchange, chose Tessian as their machine intelligent based email solution, and Tessian secured their $13 million Series A funding round led by Balderton and Accel.

"Enterprises must contend with a vast array of scenarios where email can be used or abused to cause severely damaging yet avoidable incidents for the business," says Tim Sadler, CEO and co-founder at Tessian.

"This is especially true for JTC and other firms that are dealing with highly sensitive financial information. Machine intelligence can give organisations a way to learn normal sending patterns and automatically step in to check or prevent something that appears out of character or breaks policy. This mitigates any interruption to innocuous email use, meaning employees and IT teams won't have to deal with needless, time-consuming administration."

JTC's attitude to data protection, coupled with increasing regulatory demands and its

higher profile following its listing on the LSE Main Market, catalysed them to seek out a solution that matched their forward-thinking attitude and appreciation for a seamless user experience.

JTC's Chief Information Officer, Adam Jeffries, commented:

"The trust our clients place on us to ensure their data is secure, is processed in the correct way and only accessible to relevant persons has always been something we've taken very seriously. In light of the increased obligations we have in relation to GDPR and of being in a listed environment , we made it a priority to find an intelligent solution which would support our most valuable asset, our staff and protect us against potential data breaches caused by unintentional errors"

The Problem →

JTC's innovative IT team had been actively seeking a machine intelligent solution to assist in remaining competitive, innovative and at the forefront in the financial services sector. This led JTC to identify that the risk of sensitive information being inadvertently sent to the wrong recipient or to unauthorized accounts as a priority. After looking around the market, JTC dismissed the rule-based solutions, due to unacceptably high user interruption and resource hungry administration and management, and opted for Tessian's unique approach of intelligently preventing misaddressed emails, and unauthorized emails through machine learning.

JTC also recognised spear phishing as a key inbound risk vector. In assessing the risk, they identified that, whilst existing rule-based email security controls are adequate for preventing weak-form impersonation spear phishing attempts, the risks of highly targeted strong-form impersonation spear phishing attacks were increasing. To combat this risk, JTC opted for Tessian's Defender module which uses machine intelligence and an understanding of historical email relationships to prevent strong-form impersonation spear phishing attacks.

The Solution →

Explaining the reason for his firm's adoption of the technology, JTC's Chief Information Officer, Adam Jeffries says "Tessian stands head and shoulders above other providers, it requires no admin and creates zero disruption for employees. The technology directly helps our business in solving critical problems and we were very impressed with this.
"IPOs are one of the most sensitive times for organisations and a single misaddressed email could put the entire process in jeopardy. For us, it made complete sense to invest in a tool like Tessian to stop the very apparent risk of email data loss"

Deployment →

The Outlook Add-in was straightforward to implement and fully installed to all users within a week. The seamless integration was then completed by the Gateway solution to provide full coverage across the organisation and ensure all our mobile workers had the protection available to them.

Success →

JTC continue to find Tessian's reporting to be fantastic, allowing them to realise and demonstrate to the various boards immediate value. Tessian's ease of use allowed JTC's GDPR team to actively prevent breaches whilst ensuring minimum impact on users in the form of Outlook pop-ups.
The team found Tessian intuitive and easy to use, fitting seamlessly into their existing workflow with no disruption to users. They appreciated the speed and accuracy of the machine learning.

"Most importantly, by installing Tessian we have avoided potential breaches and the impact this has financially on our business. The investment has shown a clear ROI and JTC see Tessian as a core technology partner who will continue to add value to the business as we both grow"" - JTC Chief Information Officer, Adam Jeffries Today JTC and Tessian have a collaborative working relationship. Continuously helping the other develop and achieve their objectives.

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CHOATE

ArmstrongWatson
Accountants, Business & Financial Advisers

BMA

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Tessian is building the world's first Human Layer Security platform to automatically secure all human-digital interactions within the enterprise. Today, our products use stateful machine learning to protect people using email and to prevent threats like spear phishing, accidental data loss due to misdirected emails, data exfiltration and other non-compliant email activity. We've raised $60m from legendary security investors like Sequoia and Accel and have over 150 employees located in New York, San Francisco and London.

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