

CASE STUDY

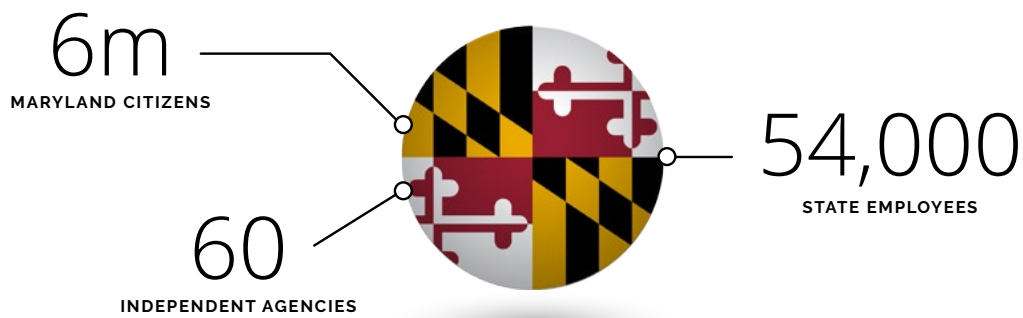
Virtru Enables Cloud Migration for More Than 15,000 State of Maryland Employees

THE CUSTOMER

The State government serves more than 6 million citizens with 54,000 employees across 60 agencies.

These citizens trust the State to keep their sensitive data private and secure, which is why Maryland was one of the first major governments to migrate its email, file sharing, and other tools to the Google Cloud platform in 2014.

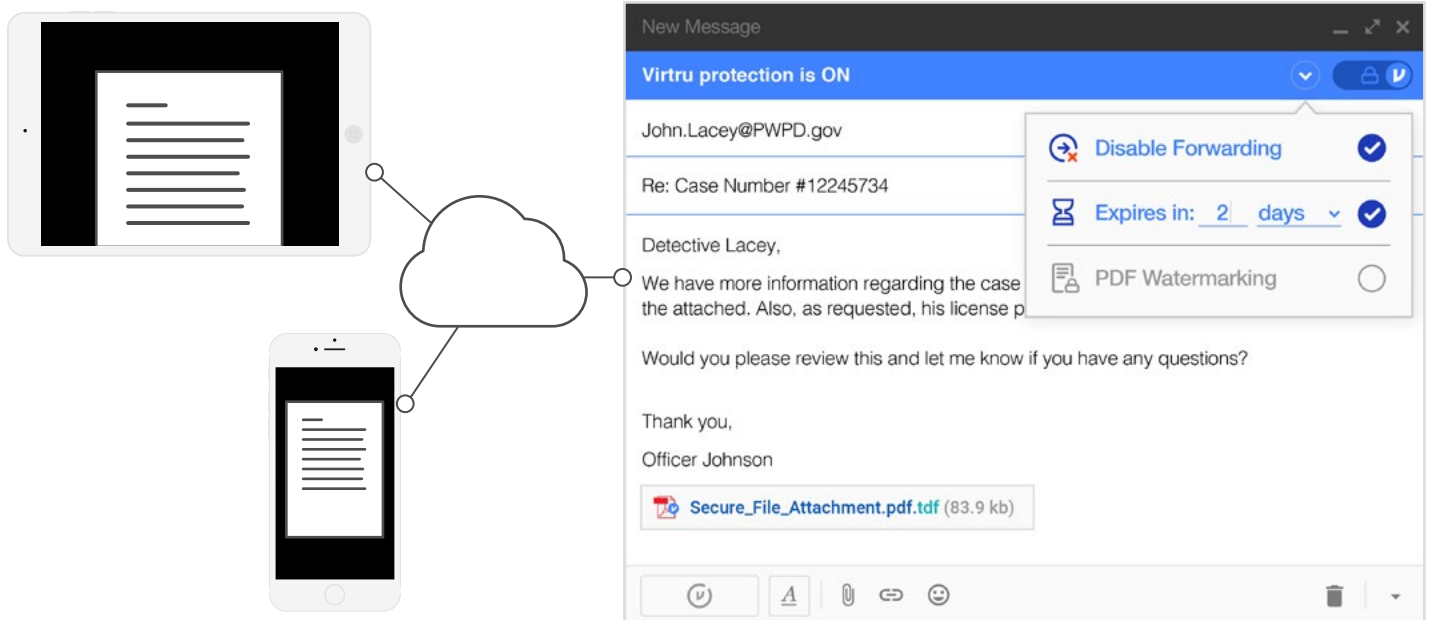
There's a reason that Maryland is [one of Bloomberg's most innovative states](#) in the country: Their team gets out in front of problems that most governments don't realize they have.



THE PROBLEM

Google's cloud capabilities immediately improved efficiency at the State. With Gmail, state employees could access and send emails from all of their different devices, which increased Maryland's responsiveness to constituents and enhanced team mobility.

Despite these cloud benefits, thousands of Maryland employees were unable to fully migrate to Google's cloud platform. Personnel in the Department of Public Safety and Correctional Services (DPSCS) had to continue using on-premise email products, since they had no way to meet [Criminal Justice Information Systems \(CJIS\) requirements](#) for email in Google's environment.



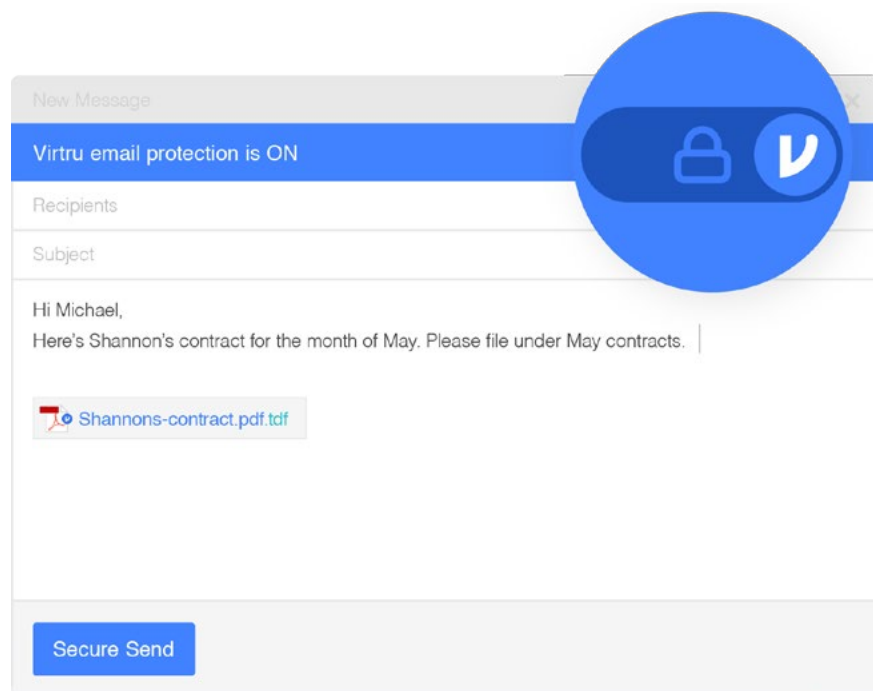
Maryland needed client-side email encryption in order to comply with CJIS in the cloud, but they struggled to find a secure, easy-to-use solution. Until they could, the State was stuck managing and paying for multiple email systems, while DPSCS employees were confined to the legacy technology that their coworkers had been able to leave behind.

THE SOLUTION

CJIS compliance makes cloud adoption difficult for U.S. governments because it requires encryption that most cloud providers cannot offer. Criminal justice information (CJI) must be encrypted before it leaves an employee's device, and unauthorized third parties must not have access to that CJI in unencrypted form.

Without client-side encryption, [Google would have access](#) to the unencrypted emails shared by Maryland employees, so the State looked into client-side encryption tools like PGP and S/MIME. However, these technologies require advanced technical know-how that made them too difficult for Maryland to roll out to end-users.

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Virtru's client-side encryption combines the security of PGP and S/MIME with the simplicity of standard email. Users toggle encryption on directly from the tools that they already use, such as Gmail, Microsoft Outlook, iOS, and Android. Virtru encrypts emails before they leave end-users' devices, so mail hosts only have access to encrypted content. Since Virtru gives customers exclusive control of encryption keys, organizations like the State of Maryland can use it to meet CJIS compliance in the cloud.

THE RESULTS

In August 2015, Maryland rolled out Virtru email encryption to 500 DPSCS employees so that they could finally migrate to Gmail like most of the State's users already had. Seeing how easily these employees could share CJIS compliant email, DPSCS deployed Virtru to another 2,000 employees that October.

Within the next year, more than 7,000 DPSCS users were securing their emails with Virtru. The State could finally leave on-premise systems and their high costs behind.

“By enabling full compliance for our law enforcement agency, Virtru gave us a path toward a complete cloud migration,” says Susan Lyon, Manager of Maryland's Google Cloud team.

As of late 2016, more than 15,000 State of Maryland employees were using Virtru, which is now broadly deployed to meet a variety of security needs, including protection of personal health information regulated by the Health Insurance Portability and Accountability Act (HIPAA).

“The State of Maryland has achieved great collaboration and cost efficiency with Google Cloud, and Virtru allows us to extend these benefits to all of our agencies,” Lyon says. **“Now we're using it to meet CJIS and HIPAA requirements and protect the privacy of our citizens statewide.”**



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