



Cellcrypt mobile User case Study

When the most senior executives of a large multi-national company travel the world extensively and have to make mission-critical calls on their cell phone, they rely on Cellcrypt to protect their confidential conversations.

Every day, this leading Latin American Company has its most senior executives travelling to every corner of the globe to oversee delivery of multi-million dollar projects and bid for new business. These executives comprise the board of directors and their direct reports including regional directors. Competitors have long envied the company's significant business success and used wiretapping to gain a competitive advantage.

For over 15 years the company has used specialist military-grade voice encryption equipment but these specialist devices meant that executives had to carry two devices: one for secure calls and one for standard cell phone features. Often the executives would find these specialist devices inconvenient to use or forget to carry them. In addition, their underlying technology meant that making calls when roaming to less-developed countries was impossible or very unreliable.

The executives fully understand the risk of interception, regularly receive awareness and training courses and have a policy to avoid discussing confidential information over phones instead favoring face-to-face meetings. However, sometimes they simply have no choice but to make a secure call because they need to share critical information with their colleagues extremely promptly.

The company selected Cellcrypt after a thorough review of the market and competitive evaluation, with its most important decision criteria including the ability to have a secure call capability as software-only on off-the-shelf cell phones and the level of trust it placed in the product and the supplier. Another reason for selecting Cellcrypt was that the company wanted to partner with a pioneering vendor that was continuously leading the market. It was particularly impressed with Cellcrypt's unique ability to run on BlackBerry as well as its innovative future product plans.

Since 2009, over twenty-five of the company's most senior executives have been using Cellcrypt Mobile to secure their calls in hundreds of countries globally including most regions of Latin America, Europe, Asia Pacific, Middle East and Africa. They particularly like the convenience of having a secure call capability direct from their regular cell phone, and the ability to call reliably from anywhere they travel.

In fact Cellcrypt secure calling is so important to some of the company's executives that when they lose or have their cell phones stolen the first thing they request is to have Cellcrypt Mobile re-installed, with email and other technology a second priority.

Overview

- Multi-national company operating globally
- Wiretapped by competitors
- 25 of most senior executives making secure calls using Cellcrypt Mobile on their regular cell phones
- Used in Latin America, North America, Europe, Asia Pacific, Middle East and Africa

Benefits

- Can make secure calls on their business cell phones rather than specialist devices.
- Reliable secure calls when roaming

Why Cellcrypt

- Supports BlackBerry
- Trusted company and product
- Leads market with innovation

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