

IT LEADERS SAY SAAS WITH MANAGED SERVICES IS IMPORTANT FOR SUCCESSFUL EMAIL ENCRYPTION

As digitization efforts accelerate across all industries, organizations are looking to **get more out of their email encryption solutions**. And yet, they want this achieved while cutting valuable IT resources committed to managing them.

Pulse and Echoworx surveyed **100 technology executives** to discover what is stalling their existing email encryption efforts and how managed SaaS services might offer a way up and out of the muck.

Data collected September 21 - October 4, 2021

Respondents: 100 technology executives

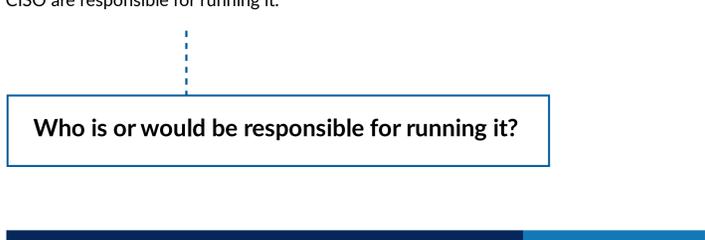
Executives want to reduce the IT resources dedicated to email encryption

65% of respondents are looking to cut the amount of IT resources dedicated to email encryption.



Executives say about 2-10 stakeholders are involved in email encryption implementation and it is led by valuable CTO's and CISO's

Three-quarters (75%) say that there are 2-10 stakeholders involved in email encryption implementation at their organization.



When it comes to implementing email encryption, 71% of executives say the CTO and 61% say the CISO are responsible for running it.

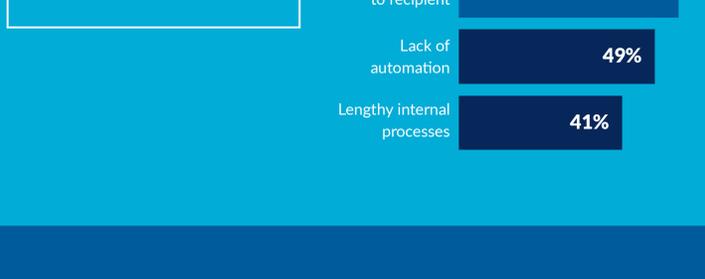


The need to support existing legacy systems and infrastructure incompatibility serve as roadblocks and barriers to advancing email encryption capabilities

Most executives find that existing legacy systems (39%) and lack of IT resources (30%) are roadblocks to scaling an email encryption solution at their organization.



When it comes to successful integration of an email encryption solution, infrastructure incompatibility (62%), negative impact to sender (57%), and negative impact to recipient (55%) are the top 3 barriers.



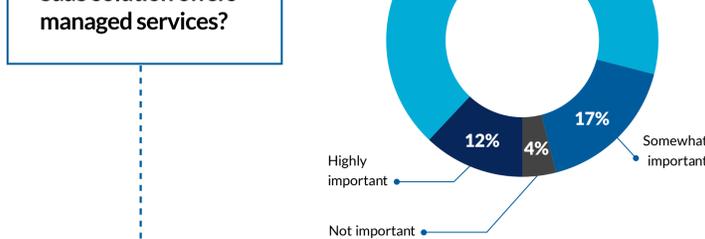
Even as they look to cut resources, executives look for more out of their email encryption systems

Executives see the need for secure communication at their organization to exchange secure digital documents (81%), maintain compliance with regional regulations (70%), and to enable communication with a remote workforce (53%).

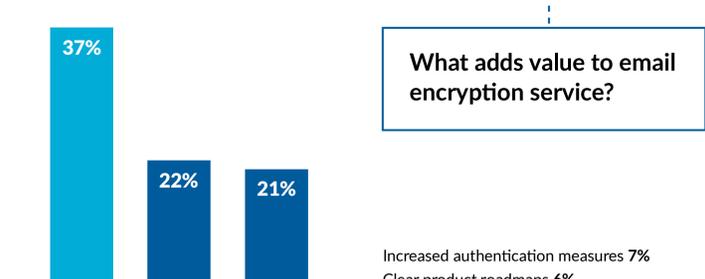


Leaders see shift from features and functions to customizable managed encryption services as key to success

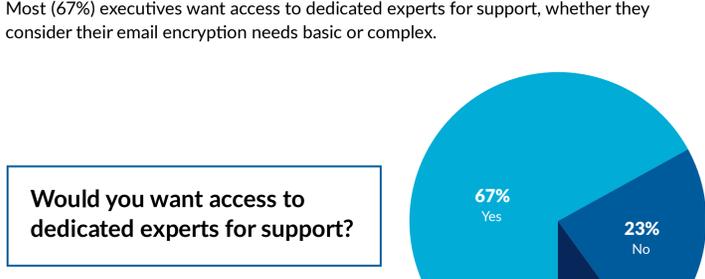
79% of respondents say that a SaaS solution with managed services is moderately to highly important to successful email encryption.



When it comes to email encryption services, configurable features (37%), 24/7 expert support (22%), and automatic updates (21%) are most frequently named as value-adds.



Most (67%) executives want access to dedicated experts for support, whether they consider their email encryption needs basic or complex.



We're seeing a clear push for organizations to do more with less when it comes to email encryption. Yet, as regulations continue to pile up, business needs grow and customer expectations change, this trend appears unsustainable. Looking forward: organizations are turning to managed SaaS email encryption to ensure they have the solution they need today – and one that can keep up with what they'll need tomorrow.

Breakdown of Respondents

