



COMPANY  
Mesosphere

INDUSTRY  
Software Company  
Datacenter Operating System

PRODUCT  
Area 1 Horizon

SECURITY ISSUE  
Spear Phishing Emails

## CUSTOMER STORY

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# Fast-Growing Cloud Infrastructure Company Combats Spear Phishing

### BACKGROUND

Mesosphere, a company leading a new paradigm of cloud computing, focuses on helping companies streamline and scale their IT operations by combining public cloud capabilities with internal infrastructure. The company values fast, flexible deployment and operational simplicity. Those same values applied in their search for the right vendor to protect their organization from targeted cyberattacks and theft of valuable Intellectual Property (IP).

Mesosphere hosts its email on Google's cloud platform, G-Suite. Google takes care of high-volume spam, however Mesosphere found that low-volume targeted phishing emails were still sneaking by, leaving them at risk. Roughly 120 phishing messages per week were evading existing filters and making their way in. A single click can cause a detrimental breach, so Mesosphere was concerned about their high exposure to missed phishing messages.

Area 1 Horizon was able to provide Mesosphere with a best-in-class targeted phishing solution, complementing their current security posture using Google Cloud.

## CHALLENGE

In today's landscape, businesses perpetually deal with the growing pains associated with coupling rapid expansion with a lack of resources. Companies of all sizes must be efficient to allow themselves the time and energy to focus on their core competencies.

During high-speed growth, important functions like security can fall through the cracks. Fabian Baier, head of IT at Mesosphere, puts the problem in universal terms:

**“Our blitz scaling has created IT challenges and email security is a complex topic which goes beyond our core competency.”**

When security logistics lag behind progress in R&D and development of IP, companies are left vulnerable. Too often, security is an afterthought for fast-growing companies. But hackers don't limit their targets based on size.

Mesosphere wanted to understand the extent of its exposure to phishing attacks. Area 1 Security performed a phishing simulation at the company, targeting approximately 106 employees in all functions, including executives. In total, **76% of the targeted employees were successfully phished**, clicking potentially dangerous links 117 times.

**On average, phishing messages make up around 1 in 5,000 emails, a mere .02%, but they're the root cause of more than 95% of breaches.**

Humans are emotional, curious creatures, easily persuaded to open messages and click on links that seem legitimate. It is very simple for hackers to socially engineer such messages and links. **This simulation was eye-opening.** Even with awareness and education programs, the best results would only reduce those rates, not put an end to them.

Mesosphere preferred a security solution that would take the onus off of its employees to protect the organization while working in conjunction with its current messaging solution.

## SOLUTION

Offering a seamless integration with their existing infrastructure and requiring little to no additional resources to operate, Area 1 Horizon was the perfect fit for Mesosphere to protect itself from targeted phishing attacks.



Coupled with Google Suite, Area 1 Horizon provides Mesosphere with comprehensive email protection. Google filters out spam and commodity threats while **Area 1 Horizon hones in on the targeted phish,** detecting and dropping these extremely low volume, extremely damaging messages. Plus, Mesosphere doesn't have to rely on its end users to spot and thwart remarkably convincing attacks.

Area 1 Security helps Mesosphere stay efficient, automated, and integrated in its security practices, keeping operations agile, and aligning with their core values.

## RESULTS

While the task of outsourcing cybersecurity efforts can seem complicated and mysterious, especially to businesses without large security teams, Area 1 helps companies secure their inboxes by providing a single, simple, in-the-cloud solution.

**“The reason we chose Area 1 is because of its sophistication in addressing phishing attacks and its high level of communication with its customers,”**

Tobi Knaup, Co-Founder & CTO at Mesosphere

Since starting to protect Mesosphere, Area 1 stopped 21,860 phishing attacks within a total volume of over ten million messages received.

While seemingly small—just 0.2% of overall message traffic—this number represents nearly 100% of potential breaches. Hyper-focused on custom-targeted, one-of-a-kind phishing attacks, **Horizon ensures true inbox safety for its customers.**

Area 1 Security was able to arm Mesosphere with full-coverage email protection using one simple integration, keeping the company quick, nimble, and secure.

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## ABOUT AREA 1 SECURITY

Backed by top tier investors, Area 1 Security is led by security and data analytics experts coming from NSA, USCYBERCOM & Cisco/IronPort who realized a pressing need for a proactive solution for targeted phishing attacks. Area 1 Security works with some of the most sophisticated security organizations, including F500 banks, insurance providers, retail organizations and health care providers, to preempt and stop targeted phishing attacks at the outset and change outcomes.

► Learn more and sign up for a free trial: <https://email-protection.area1security.com>