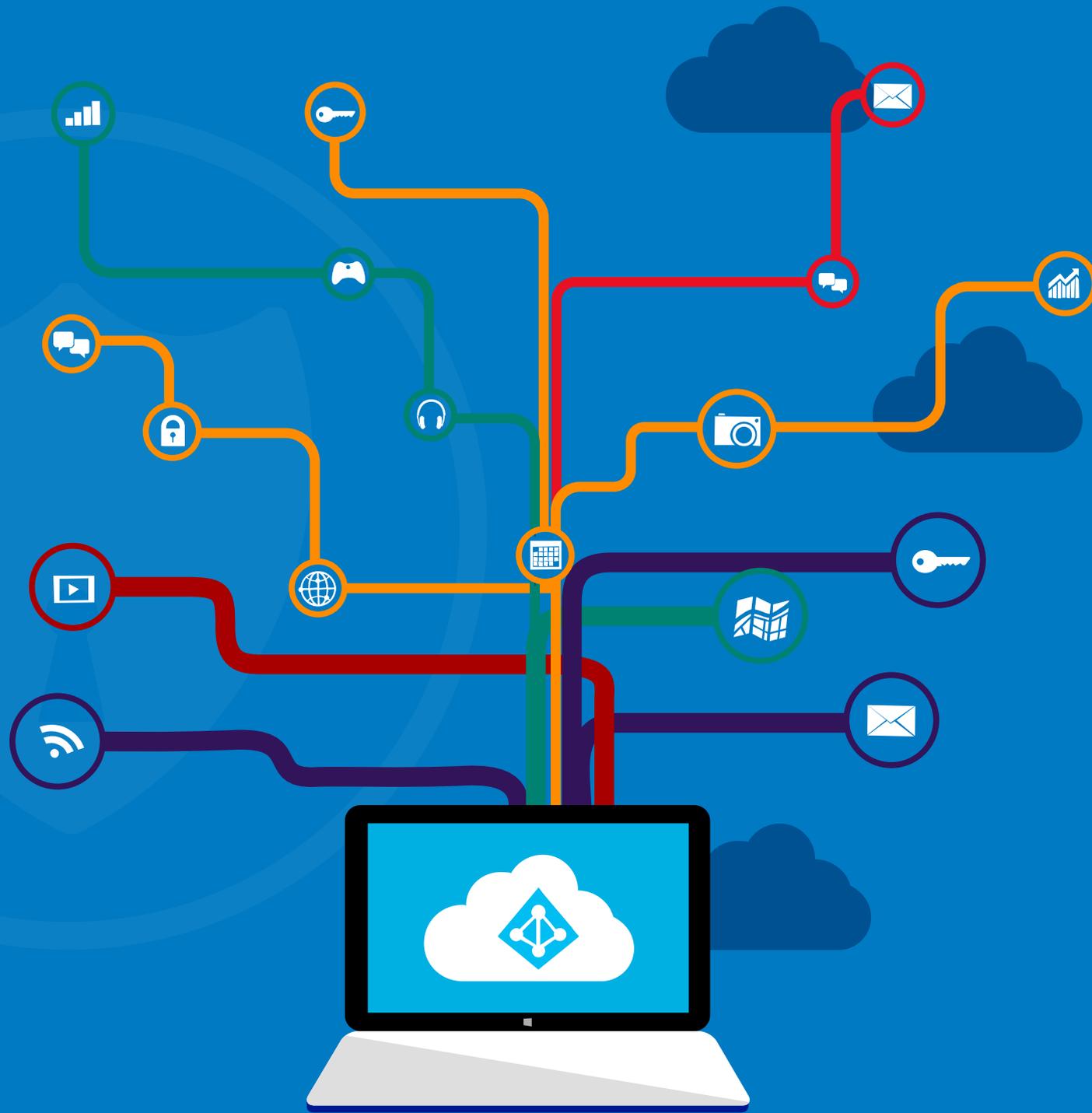


COMPUGEN

Making a cloud and
mobile-first world more
secure for customers





Enabling organizations on any device anywhere, without compromising security

For Compugen, the ability to deploy customer solutions quickly is key. "Cloud shortens time to market," says Harry Zarek, President, CEO, and Founder of Compugen. "Cloud allows you to move very quickly, to respond to the needs that you have, whether with your customers, internally, or with your partners."

The Toronto-based infrastructure management company has been serving customers across Canada for over thirty years with a compelling menu of managed services and point solutions. Historically, the company had delivered infrastructure projects in months or even years, but it wanted to increase the efficiency of deployments to keep pace with the market because, as Zarek insists, "customers need to get on with their business."

Zarek and company leaders wanted to ensure their business transformation would deliver unprecedented value to their customers. In 2016, to maintain and strengthen its position as an IT leader, Compugen looked to refocus on Microsoft Cloud solutions that could be relevant across segments and verticals, and deliver on Compugen's aspiration to help customers support their core businesses with technology. The result? SecurePASS.

"A barrier to cloud has been security. SecurePASS addresses that concern and really opens the door for our customers to maximize the potential of cloud." – Harry Zarak, President, CEO and Founder

“



Active Directory is core to security in the cloud and on premises

Traditionally, Compugen advised its customers on how to secure their data centers, implementing secure firewalls, closing off endpoints, and securing organizational data within that perimeter. Over the past several years, thanks to SaaS, data has left the building. The perimeter of the network has moved from the firewall to wherever end-users do business, introducing a new set of security challenges. According to Zarek, “What we’re seeing is a proliferation of SaaS application usage across the industry and it’s usually an order of magnitude larger than most customers realize.”

SecurePASS leverages Microsoft Enterprise Mobility + Security to give customers the technology they need—like Single Sign-On, Multi-Factor Authentication, and Conditional Access—to keep their environments safe without limiting users. “I’d say 99.9% of our customers use Microsoft directory services today. Azure Active Directory is simply an extension of the customer’s Active Directory environment that they’re already using,” says Joe Addison, National Director – Microsoft Infrastructure Optimization at Compugen. “Azure Active Directory allows SecurePASS to federate with thousands of known SaaS applications, removing work for customers and allowing Compugen to accelerate the customer onboarding of these applications.”

Partner to partner insights

- Moved to package services with little or no prior experience
- Success came from bringing a lot of different areas of the business together
- We built the solution in stages, finally coming up with an end to end service
- What we wanted didn’t exist...so we built it ourselves
- Make no mistake, this is hard work

“We leverage the good work that Azure has already done in federating SaaS applications to the Azure Market Place, to allow us to fast track the onboarding for these customers for single sign on, multifactor authentication, and self-service password reset.” – Joe Addison , National Director | Microsoft Infrastructure Optimization

Reducing security concerns speeds cloud adoption

Security remains the number one blocker to adopting cloud technology, and one Microsoft partners hear often. Compugen sought to address this concern with its SecurePASS solution.

"No one wants to remember 36 passwords for all the various services they use, and with SecurePASS, users don't have to," adds Addison. "SecurePASS gives customers a sense of comfort knowing they have someone monitoring for threats and vulnerabilities." Compugen works with customers to evaluate their entire environment and determine which SaaS applications need to be monitored for vulnerabilities, managed, or even blocked. "And if you want to block it, we can export a block script to your firewall and accelerate that for you," adds Addison. What really differentiates this solution is the ongoing management that Compugen performs. Unusual activity such as large downloads, unusual user location or batch uploads (like credit card numbers) can be caught as they happen and stopped before they cause an issue.

SecurePASS also gives organizations visibility into "Shadow IT"—the phenomenon where users bypass IT and download unapproved SaaS applications, exposing the organization to risks—thereby giving IT more control over its expanded perimeter as they grow their businesses in the cloud.

"Microsoft is the perfect partner for us today We had to make a strategic move to the cloud and there really is no one else in the industry we believe that we can trust to help us because we both have the same goal which is to move our customers to a modern, adaptable, flexible infrastructure" – Joe Addison, National Director | Microsoft Infrastructure Optimization

“



About Compugen

- 11 offices
- 1,500 employees
- Over 900,000 devices supported
- Exceeded \$500 million in revenue in 2016
- \$40 million of recurring revenue from cloud, growing by 25% each year

Leveraging the power of Microsoft to drive growth for customers and Compugen alike

With over 200 sales professionals across the country, Compugen leadership knew it would take a clear message and a lot of momentum to unify and train them in a timely manner. Microsoft was instrumental in facilitating the breadth and depth of training to help move Compugen's sales team to a cloud-first mindset. "When we needed scale, we turned to Microsoft. Microsoft has the scale in terms of their resources and the programs to help us train our organization," says Zarek. "We got full support from Microsoft, with our local Microsoft office investing considerable time to train our sellers." From enrolling sales specialists in the P-Seller program to leveraging FastTrack to assist with early cloud deployments, Compugen's sales force is increasingly cloud-ready.

Compugen sees strategic, recurring value in being a Microsoft Cloud Solutions Provider. "The only way we're going to differentiate ourselves is by our brand, our

value," says Zarek. "We know of no other vendor or partner in our ecosystem that has invested in allowing us to put our value in front of what they're doing. Through the CSP program, we've been able to take multiple elements of our business—SaaS, rapid onboarding services, managed services for monitoring solutions and assessing vulnerabilities, licensing optimization services—and wrap them into one Compugen solution powered by Microsoft technology. It's the future of our business." Not only has this helped Compugen grow in terms of staff and revenue—counting over 1,500 employees and achieving 20 percent growth in top-line revenue YoY—but it's also enabled the company to transform from selling and deploying technology to enabling key outcomes at the heart of each customer's mission. According to Jeremy Erlick, VP of Sales - Central Canada at Compugen, "Today we're deeply aligned to customers' business priorities and helping them transform in truly meaningful ways to achieve their goals."

"We are changing the way children learn. We are changing the way government services constituents. We are helping healthcare save lives." – Jeremy Erlick, Vice President of Sales, Central Canada

“

Partner insights

- Examine your marketing channels and tactics to ensure you promote in the places where your customers are going to learn.
- Invest in bringing your sales team along on your journey to make the transition from selling on-premises solutions to selling cloud solutions as smooth as possible.
- Selling managed services necessitates a different level of trust in your customer relationships, as you effectively become part of their business.



[Learn more about Compugen](#)





[See the video for this story](#)

Find other [Partner Stories](#)