CYLANCE

VolitionRx Takes on
Cybersecurity

INDUSTRY
Healthcare

CHALLENGES
- Businesses in the healthcare industry are often the target of ransomware attacks
- Leaders at Volition saw the value of proactively adopting an effective endpoint security solution before a security breach occurred

SOLUTION
- Implement CylancePROTECT® to prevent malicious activity targeting endpoints before it can endanger sensitive patient information
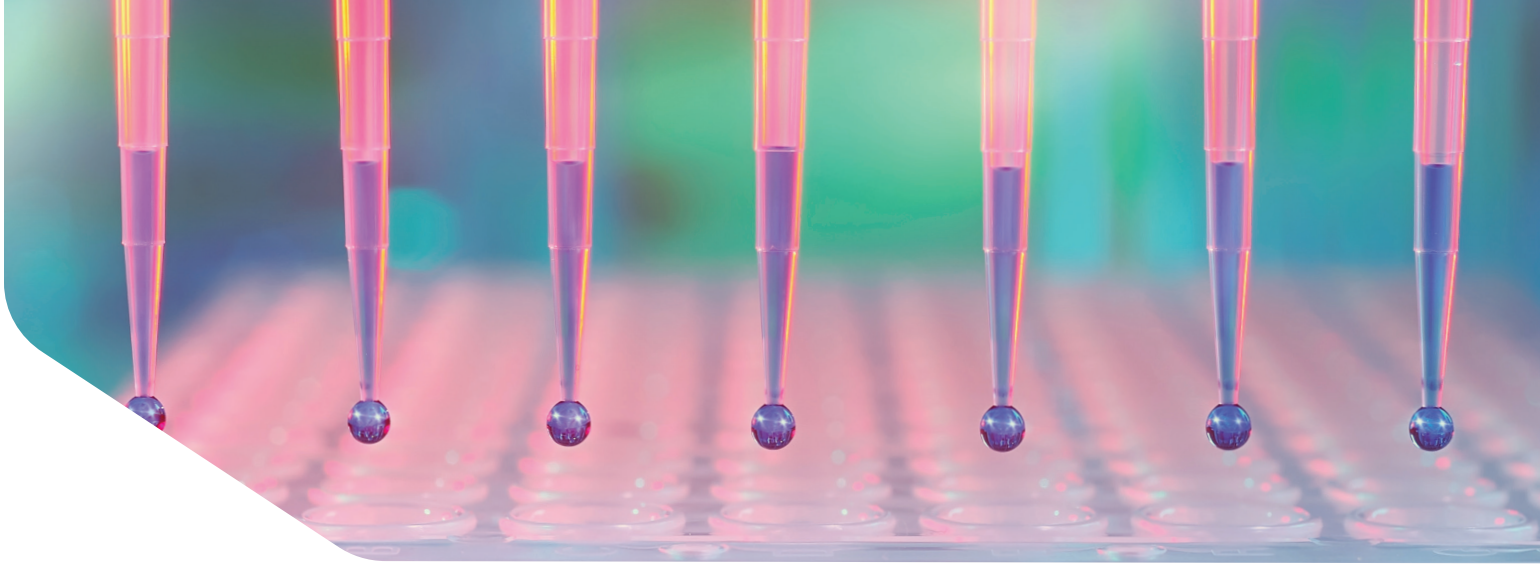
Volition

The Customer

VolitionRx Limited is a multi-national company which develops new ways to detect cancer. Current cancer diagnosis often involves expensive, unpleasant, and invasive testing. Volition's goal is to diagnose a range of cancers quickly, accurately, and inexpensively, thereby reducing strain on over-burdened healthcare systems. One of their innovations is an early diagnostic test able to analyze a small sample of blood.

The Situation

Their ideal product needed to be reliable, efficient, and easily manageable for their modestly-sized IT department. Additionally, the solution had to be readily deployable to their operations in four separate countries.

According to Daniel Halter, Group IT Manager at Volition, traditional antivirus vendors were "offering the same old solution only slightly jazzier. The model they were offering, although new, was and is the same thing that has been around for a while." Daniel also stated that Volition had little time to determine which vendors are "selling the truth and which ones are selling the dreams."

Seeking an ideal match, Daniel reached out to Khipu Networks for their security recommendation. Khipu Networks suggested CylancePROTECT, Cylance's artificial intelligence endpoint security product.

"Unlike experiencing degraded performance when you sit one AV solution with another, Cylance deployed without issues." — **Daniel Halter, Group IT Manager**

The Process

Volition, along with Cylance's U.K. Distributor, Ignition Technology, put CylancePROTECT to the test. They quickly noticed its ability to identify threats that the existing solution overlooked. Running these tests on top of other security software proved remarkably easy. Afterward, Daniel said, "unlike experiencing degraded performance when you sit one AV solution with another, Cylance deployed without issues."

Daniel also noted the sales process was smooth and engaging. "From attending a webinar to the proof of concept, Ignition Technology was aware of our finite resources and were extremely helpful and accommodating, answering all our queries. Crucially for me, Khipu Network's level of response and the after sales care, engagement, and willingness to bounce questions and ideas around to understand the solution better was extremely helpful."

The Results

CylancePROTECT proved to be the agile, cooperative, and centralized solution Volition was seeking. Its low CPU consumption on endpoint devices was especially useful for older hardware. The cancer diagnostics company no longer needs to constantly update AV definition files to ensure robust endpoint protection. With this success, Volition is confident its staff can focus on pioneering new technologies instead of worrying about ransomware.

Whether fighting cancer or malware, Volition and Cylance both share a common, proactive approach to keeping people safe. This partnership is a natural fit for two companies dedicated to being thought leaders and innovators in their respective fields.

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