Egress simplifies and secures email communications at
Martin's Point Health Care

Customer background

Martin's Point Health Care is a progressive, not-for-profit organization uniquely providing both care and coverage to the people of Maine and beyond for over 35 years. The organization offers primary and specialty care at seven health care centers in Maine and New Hampshire and accepts most major insurance plans. Martin's Point also administers two health plans: Generations Advantage, the largest Medicare Advantage plan in Maine, and the US Family Health Plan (TRICARE Prime®) for military families and retirees in northern New England, New York, and Pennsylvania.

Egress and Martin's Point Health Care

Following an extensive evaluation of various products, Martin's Point Health Care selected Egress Email Encryption, and Egress eDiscovery and Analytics to replace an old and cumbersome legacy product.

Clinical staff as well as employees working in customer service, legal, security compliance, and human resources use Egress Email Encryption to secure and share sensitive health care, insurance, military and personal information – subject to NIST 800-171 and HIPAA – internally and externally with insurance providers and other health care organizations and hospitals.

Egress eDiscovery and Analytics gives Martin's Point Health Care critical visibility into their regulated data necessary for auditing, compliance and legal investigations, and risk management. Using eDiscovery and Analytics, Martin's Point Health Care can instantly search both plaintext and encrypted emails, verify chain of evidence, and support data retention and archiving as required by the Department of Defense and a variety of additional regulations.

Company highlights

- Not-for-profit healthcare organization
- Offers primary and specialty care at seven centers
- Provides both health care and federally funded insurance plans

Business challenges

- Secure and share sensitive health care, insurance, military and personal information, subject to NIST-800-171 and HIPAA
- Replace cumbersome legacy product
- Deploy on premise with flexibility for future hybrid deployment

Business impact

- ✔ Compliance with HIPAA and NIST FIPS 140-2
- ✔ Improved clinical workflow
- ✔ Secured patient and member data

"As a health care organization that supports military families and veterans, we handle a lot of highly sensitive data that is subject to various regulations, including NIST 800-171, HIPAA and PCI DSS. Security and ease of use are, therefore, of the utmost importance to us when selecting a solution," commented Matthew Witten, Information Security Officer and Director of Information Security at Martin's Point Health Care.

Matthew Witten and his team at Martin's Point Health Care selected Egress because it can be deployed fully on premise but also offers built-in flexibility for a future hybrid cloud deployment. In addition, the platform is NIST 800-171 compliant and Common Criteria certified and uses the highest levels of FIPS 140-2 validated cryptography.

"Egress is very transparent and straightforward to use, especially when compared with other solutions we evaluated. We can use it directly from Microsoft Outlook, on the desktop or on mobile devices, which will save our users a lot of time. Moreover, the ability to revoke access, audit user actions and add message restrictions to prevent mishandling of sensitive data is key. We are very impressed with the level of granularity, auditability and ease of use the Egress platform offers, together with the hands-on support and professionalism of the Egress team," added Witten.

About Egress Software Technologies Inc

Egress helps enterprises protect unstructured data to meet compliance requirements and drive business productivity. The company's AI-powered platform enables users to control and secure the data they share. The award-winning solution provides email and document classification, accidental send prevention, email and file protection, secure online collaboration and audit and compliance reporting. Trusted by over 2,000 enterprise organizations and governments around the globe, Egress offers a seamless user experience, powerful real-time auditing and patented information rights management, all accessible via a single global identity.

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Common Criteria

bsi. ISO/IEC 27001 Information Security Management

CESG Certified Product
Foundation Grade
DGEE378428688-1104