

# NEXT Insurance Gains Speed and Security with Virtru + Google

Virtru provides an additional layer of security for Gmail, which allows insurance advisors to quickly send and receive customer documentation. Virtru's client-side encryption is integrated with Gmail, so users don't have to change their workflows.

## The challenge

NEXT employees need to communicate with clients regarding insurance claims, which require documentation that needs to remain confidential and secure. For claims containing health information, NEXT also needs to meet HIPAA compliance. NEXT needed an easy solution for its growing workforce, as well as automated protections for certain kinds of sensitive data.

## The solution

With Virtru's encryption for Gmail, NEXT can quickly send and receive sensitive data from small business owners with the confidence that their information remains secure at all times. Those emails are also easily accessed and opened by customers. With Virtru, advisors can supplement a phone conversation with a secure email exchange, accelerating the processing of claims and reducing IT tickets.

## The results

With Virtru and Google Workspace, NEXT has increased the velocity of processing insurance claims, advanced its protection of customer data, decreased customer support tickets, and strengthened compliance with HIPAA and other regulations.

“With Virtru, we feel much more comfortable when sending emails containing sensitive data to customers. Additionally, we love the option to be able to revoke a message, or disable downloading for an extra layer of security.”

Ram Avrahami, Global Head of IT and IS, NEXT Insurance



## About NEXT Insurance

Headquartered in Palo Alto, California, NEXT provides simple, digital, customized and affordable insurance coverage to small businesses. NEXT utilizes AI and machine learning to simplify the purchasing process and drive down costs compared to traditional policies.

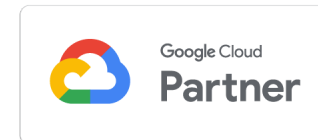
Industry: Business & Professional Services

Primary project location: United States



## About Virtru Corporation

Virtru provides easy-to-use, end-to-end encryption solutions for Gmail, Google Workspace, and Google Cloud.



## Products

Google Workspace