A Growing Drug Manufacturer Was a Regular Target for CEO Fraud. GiaSpace Scaled Its Security to Match.

ECI Pharmaceuticals added locations and entities faster than its IT could follow. GiaSpace rebuilt the infrastructure around that growth and put zero-trust security on every login and every application.



THE SHORT VERSION

ECI Pharmaceuticals makes generic prescription drugs in Fort Lauderdale: tablets, capsules, creams, liquids, and powders. It has worked with GiaSpace since 2008, under a managed IT contract since 2011. As ECI grew, adding locations and entities through acquisitions, its IT and its defenses fell behind its staff, and the company became a regular target for CEO fraud and financial fraud. GiaSpace scaled the servers, moved email off site, gave staff secure remote access, and added continuous authentication and application control, so ECI could keep growing without taking on more risk.

AT A GLANCE

CLIENT
ECI Pharmaceuticals

INDUSTRY
Generic drug manufacturing

LOCATION
Fort Lauderdale, Florida

CLIENT SINCE
2008 (managed IT since 2011)

TRIGGER
Fast growth and fraud attempts

SERVICES
Managed IT and cybersecurity

Since 2008

GiaSpace and ECI, with managed IT since 2011

7 Systems

Put in place as ECI grew, from ERP to email

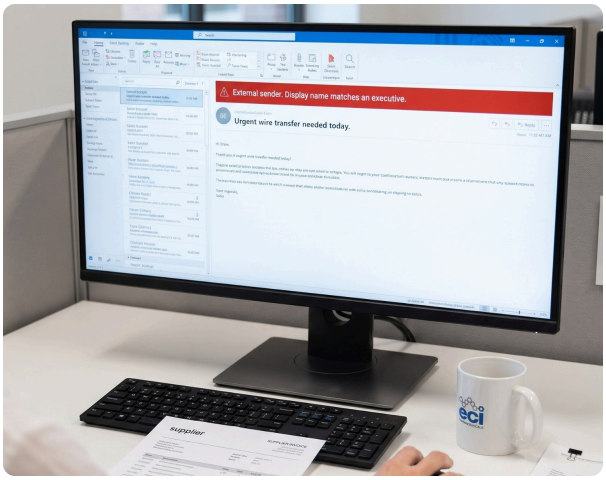
Zero Trust

Every login and every application verified before it is trusted

What Happens When a Company Grows Faster Than Its Security?

ECI Pharmaceuticals grew quickly. Its network of locations and entities expanded, partly through acquisitions, and every new site brought new people, new systems, and new email accounts.

IT tends to get the least attention in an acquisition. ECI's defenses did not keep pace with its infrastructure or its staff, and the company was targeted regularly by CEO fraud and financial fraud.



CEO fraud: an urgent request that looks like it came from the top.

01 **Growth by Acquisition**
New locations and entities, each with its own systems.

02 **Security Behind the Headcount**
Defenses sized for a smaller company.

03 **Regular CEO Fraud**
Messages posing as executives, asking for money.

04 **Financial Fraud Attempts**
Requests aimed at the people who move money.



More sites, more entities, more people: growth that IT had to catch up with.

Every acquisition adds people, systems, and email addresses. To a fraudster, each one is another way in.

WHY GROWTH MADE ECI A TARGET

Regular Target
CEO fraud and financial fraud, again and again

What Did GiaSpace Do for ECI Pharmaceuticals?

GiaSpace brought ECI's systems, infrastructure, and cybersecurity up to the size of the company it had become. Seven systems did the work, four to carry the growth and three to shut the doors fraud was using.

INFRASTRUCTURE

01 SAP ERP
Real-Time Operations
Enterprise resource planning running ECI's core business processes in real time.

02 HYPER-V
More Servers, Same Space
Virtual machines on ECI's existing servers, with no added physical space.

03 DELL REMOTE DESKTOP
Secure Remote Access
Authorized staff reach their work securely from wherever they are.

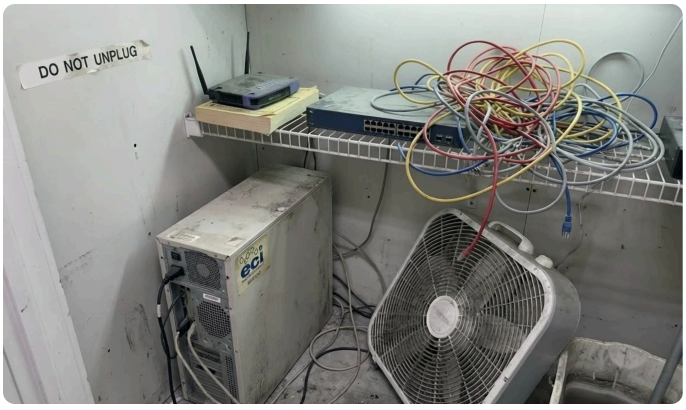
04 HOSTED EXCHANGE
Email Off Site
Email hosted outside the building, not on a server down the hall.

SECURITY

05 PLURILOCK
Continuous Authentication
Zero trust for logins: every access is verified, not just the first one.

06 THREATLOCKER
Application Control
Zero trust for software: nothing runs until it has been approved.

07 SOPHOS
Endpoint Protection
Every computer protected against viruses and other threats.



Before: IT sized for the company ECI used to be.


After: virtual machines on ECI's own servers.

GiaSpace plans the next expansion before ECI outgrows the last one.

HOW GIASPACE WORKS WITH A GROWING COMPANY

What Changed for ECI Pharmaceuticals

AREA	BEFORE GIASPACE	WITH GIASPACE
Growth	Acquisitions outpaced IT and security	**Expansions planned before systems are outgrown**
Fraud	A regular target for CEO and financial fraud	**Every login verified continuously, not once**
Software	Defenses sized for a smaller company	**Only approved applications run; every endpoint protected**
Remote Access	More people working from more places	**Secure remote desktop for authorized staff**
Servers and Email	Capacity tied to physical hardware	**Virtual machines on existing servers; email hosted off site**



ECI gained the security and the IT resources to keep growing without taking on more risk.

THE OUTCOME

Is Your Security Growing as Fast as Your Company?



Tell me how many locations, entities, and people you have added in the last few years. A 15-minute fit call is enough to show where your security has not caught up. No pitch.

Book your 15-minute fit call at
gainesville.giaspace.com/schedule-expert-it-support-with-rob-giannini-giaspace-booking
or call (352) 309-2208

ROB GIANNINI, FOUNDER AND CEO, GIASPACE