



Cimarex Energy Co.

Energy company fuels operations with Accellion, supporting daily communications and reducing IT costs by more than 20 percent.

“As an IT person, if I can save time – and money – it’s the ideal combination. Accellion has improved how we communicate and reduced our costs, proving its worth and then some”

Rey Mirabal
Network Systems Engineer

Based in Denver, CO, Cimarex Energy, Co. is an independent oil and gas exploration and production company with primary operations in the Mid-Continent, Permian Basin, and Gulf Coast oil areas of the U.S. With an extensive roster of geoscientists and exploration teams, Cimarex is focused on assessing and generating drilling prospects and programs – determining which reserves will deliver optimized production rates and a strong return on investment.

Challenge

Cimarex employees are in constant contact with external stakeholders such as land and well owners, regularly sharing large documents that contain sensitive data – financial, tax, and other personal information. In addition, the company works closely with graduate students at local universities who conduct ongoing research for exploration projects, collaborating on sensitive findings related to simulation flows, seismic data, and mapping documentation. The company actively recruits from these universities, so ensuring a professional, positive experience for students is important.

To handle daily communication exchanges with the company’s key external audiences, Cimarex originally deployed two different vendor offerings – Accellion and Microsoft SharePoint. Accellion was originally implemented as a more secure and user- friendly alternative to FTP services, giving employees the freedom to share documents larger than 20MB, while offloading large files from the company’s email system.

SharePoint was utilized for collaboration and document sharing with students, but was not a viable, long-term solution for the company. The product’s licensing structure did not support Cimarex’s business operations as the company could not predict the number of student users year to year, resulting in significant product price jumps in order to scale as needed.

Ultimately, Cimarex wanted to make it as easy as possible for employees to collaborate internally and externally, while ensuring the solution of choice could support unlimited end users, was cost effective, while also easing the IT burden with minimal administration.

“We needed simplicity without compromising function,” said Rey Mirabal, Network Systems Engineer with Cimarex. “Our users were already familiar with Accellion as a file sharing solution, so it was a natural progression to move to Accellion’s collaboration solution for all of our file sharing and content needs.”

Quick Facts – Cimarex Energy Co.



Deployed Since

2005



Number of Users

**775 internal
unlimited external**



Custom Web Interface

Yes



Email Integration

Yes



Mobile Integration

Yes



Reduced storage needs and costs associated with SharePoint deployment



Eased need for IT administration oversight, and gained full reporting capabilities



Enabled secure global collaboration, improving the productivity of all employees

Solution

Cimarex conducted a two-month trial of Accellion's collaboration solution, initially utilizing the solution for its work with the University of Oklahoma. With Accellion, Cimarex employees created secure folders for research to be reviewed, shared, and revised – giving graduate students and staff a central place to collaborate on current exploration projects. Due to the positive feedback from Cimarex employees, the company decided to deploy Accellion's collaboration solution for use across all four office locations.

Today, each university program has its own workspace, with an individual Cimarex employee acting as the administrator – relying on the product's intuitive end user application to determine who has posting privileges, viewing rights, etc. Ensuring that workspaces are not visible to everyone is an important security feature for the universities, as much of the research contains proprietary information.

"Accellion provides our partners with the peace of mind that their confidential files remain confidential," said Mirabal. "We can now

send, receive, and share information in a highly secure and safe environment and it's a part of how we do business every day."

Cimarex deployed Accellion in its existing VMware virtual environment, providing the flexibility to scale as the company's needs evolve, enabling collaboration with any number of users. The product's scalability has translated to significant cost savings – reducing the company's annual IT spend by more than 20 percent as a result of migrating from SharePoint.

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The company continues to rely on Accellion's secure file sharing capabilities, with its legal department and other staff members who share sensitive, data-intensive 100GB+ files. With Accellion's LDAP integration, Cimarex employees are automatically validated with existing network accounts and passwords, adding to the solution's user-friendly experience.

About Accellion

Accellion, Inc. is the industry leader in providing private cloud solutions for secure access and sharing of enterprise information across devices, enabling employees to work securely wherever. Founded in 1999, Accellion is an award-winning, private company headquartered in Palo Alto, California with offices in North America, APAC, and Europe. The company has evolved from its roots in cloud storage into a leading enterprise security software provider. More than 12 million business users and 2,000 of the world's leading corporations and government agencies, including Procter & Gamble; Indiana University Health; Kaiser Permanente; Lovells; Bridgestone; Harvard University; the Securities and Exchange Commission; and NASA use Accellion solutions to protect confidential information, ensure compliance, increase business productivity, and reduce IT costs.

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