

# Remote work without VPN helps Retrophin keep drug development on track

We needed a solution that would augment our workflows to keep the drug development on track, regardless of the location of each team. I had come across Egnyte a couple of times and with a little more investigation saw greater potential than performance alone. We could remove additional collaboration blockers as well

—Robert Kuhn | Director, IT Infrastructure & Security

## The Challenge:

Retrophin is a San Diego, CA-based biopharmaceutical company that develops life-changing therapies for people living with rare diseases. When it transitioned to a primarily remote workforce in 2015, it needed to keep its work moving forward at the same speed.

In 2015 as part of a consolidation of multiple offices across the United States, Retrophin transitioned its IT operations to the cloud and the majority of its employees to remote-work arrangements.

To make the transformation work, Retrophin needed to maintain secure collaboration without sacrificing productivity. Its core mission—developing therapies for people living with rare diseases—demands that work move forward as quickly as possible, always.

Robert Kuhn, the company's Director of IT Infrastructure and Security, and his colleague, Amy Benton, Senior IT Director understood the challenge.

They had already solved one critical issue in the initial phase of the transition by migrating files from disparate network-attached storage across the multi-office network to a single, cloud-based solution from a managed service provider.

AT A GLANCE

**SOX**  
**GDPR**  
**CCPA**  
Built-in  
classification  
policies



But the solution wasn't complete. According to Kuhn, accessing the cloud-share via VPN from one end of the country to another wasn't just painfully slow, their people were losing connection, too. They needed a solution that would help keep drug development on track regardless of the location of each team.

## The Solution:

Impressed by Egnyte's ability to store, provide access to, and share files and data from anywhere, Retrophin embarked on what Kuhn described as "one of the most thorough tests we have ever done," involving all global teams. The feedback was unanimously positive and Retrophin quickly moved to the second phase of its modernization project: migrating all corporate files and private folders to Egnyte.

**"One of the first things we did was link our intranet files back to Egnyte," Kuhn explained. "This gave us a single point of management and ensured the most current files are available."**

In all cases, users found the experience very intuitive and easy to use without any assistance required from IT personnel.



Compared to the other solutions on the table, Egnyte offered considerably better performance, allowing us to decrease storage costs while increasing data tracking capabilities.

—Amy Benton | Senior IT Director, Retrophin Inc.



## COMPANY

Retrophin Inc. is a fully-integrated biopharmaceutical company dedicated to identifying, developing and delivering life-changing therapies for people living with rare diseases. It partners with researchers from around the world to conduct clinical trials to study its investigational therapies.

## LOCATION

San Diego, CA

## INDUSTRY

Life Sciences

## CHALLENGE

Retrophin is a San Diego, CA-based biopharmaceutical company that develops life-changing therapies for people living with rare diseases. When it transitioned to a primarily remote workforce in 2015, it needed to keep its work moving forward at the same speed.

## SOLUTION

After a thorough test of cloud-based solutions, Retrophin migrated all corporate files and private folders to Egnyte. The team chose Egnyte because the platform gave them the ability to enable a productive remote workforce while increasing data security and governance.

## Results:

Retrophin's remote and office-based employees can now access the content they need with speed, convenience and consistency.

Retrophin also uses Egnyte to support compliance with FDA CDER-CBER, GDPR and Sarbanes-Oxley (SOX). Data-tracking alerts and usage analytics show whether files are being sent in email or copied to hard drives. IT now classifies sensitive data and creates company-wide retention, archive, and deletion policies using custom metadata to achieve regulatory compliance.

With Egnyte, Retrophin reduced its data-storage and backup requirements as a result of moving its data to Egnyte, achieving considerable cost reduction in less than a year, while enhancing security and compliance.

Egnyte allows colleagues to instantly access files on their tablets and mobiles. They're not chained to their laptops and can work anywhere. At the same time, we don't get any more requests for VPN access—which gives IT one less thing to manage or worry about

—Robert Kuhn | Director,  
IT Infrastructure & Security at Retrophin



## RESULTS

- Greater performance and productivity across a global remote workforce
- Secure collaboration with global teams and partners outside of physical offices
- Enhanced information governance and compliance support no matter where their data resides or travels

## EGNYTE

In a content critical age, Egnyte fuels business growth by enabling content-rich business processes, while also providing organizations with visibility and control over their content assets. Egnyte's cloud-native content services platform leverages the industry's leading content intelligence engine to deliver a simple, secure, and vendor-neutral foundation for managing enterprise content across business applications and storage repositories. More than 16,000 companies trust Egnyte to enhance employee productivity, automate data management, and reduce file-sharing cost and complexity. Investors include Google Ventures, Kleiner Perkins, Caufield & Byers, and Goldman Sachs. For more information, visit [www.egnyte.com](http://www.egnyte.com)