



le @collectionist

CUSTOMER STORY

# LE COLLECTIONIST

A faint, wireframe-style illustration of a house with a gabled roof, composed of interconnected lines and dots, serving as a background for the title.

“What surprised me about SoSafe was that the CEO is a psychologist by training. That’s good news because most companies that offer security awareness are tech-focused.”

## The Company

Le Collectionist

Founded in 2014, Le Collectionist is a global leader in the luxury holiday sector, combining prestigious properties with bespoke service and experience.

Industry

Luxury holiday rentals

Employees

> 350

## The Challenge

Strengthening cyber security  
at both the technological and  
human layer

With over 2,500 luxury properties in more than 30 destinations worldwide, protecting Le Collectionist's assets is a crucial issue. The group was looking for a solution that offered engaging and effective cyber security awareness training for its employees to combine with their technical security solutions. Also, it was very important that this solution could integrate with Google Workspace.

"SoSafe is perfectly aligned with the majority of the responsibilities I have as a CISO. My responsibility is to protect the Collectionist's assets, not only through technical protection, such as firewalls and antivirus software, but also to make sure our employees protect these assets and are not an entry point for cybercriminals. I need to make sure that everyone in the company knows what their responsibilities are, in terms of what they can and can't do, and that secure behaviors are part of our DNA. SoSafe helps me massively with this."

**Pierre Noël**

CISO

## The Solution

An effective solution combining ease-of-implementation and multi-language engaging content

The Collectionist chose our multilingual, gamified, and interactive E-learning content together with our contextual phishing simulations.

“The vast majority of Le Collectionist’s employees are young and have a very dynamic way of working and learning. The idea of putting them in front of a traditional training lesson that could last 30 minutes or 1 hour is something that makes no sense. It was absolutely essential, and this is one of the reasons why we opted for SoSafe, that the format of the courses was easily digestible and engaging in order to have a real impact and learning effect on our users.”

### Building a security culture through:

- Multilingual e-learning content
- Gamified lessons
- Realistic phishing simulations

## The Results

A people-centered approach to cyber security across the entire organization

The Collectionist appreciated the tailored, seamless integration via the Google Workspace connector and the personalized phishing campaigns that were very well received across the company.

“We are very pleased with the results of the first year of the campaign as we were able to significantly reduce the click-through rate from the industry average down to 8%. Our reporting rates are very high too, indicating that our employees are empowered to be defenders of their company, rather than mere spectators.”

### Why does Le Collectionist recommend SoSafe?

- Seamless integration with Google Workspace
- Click-rate reduced to 8%
- Multilingual e-learning content for an international team



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“What surprised me about SoSafe was that the CEO is a psychologist by training. That’s good news because most companies that offer security awareness are techies. There’s nothing wrong with being a more tech-focused organization, but the fact that SoSafe has employees and managers coming from a background in social science or psychology means that they are completely focused on the human factor and how to deliver the most effective, engaging awareness training.”

**Pierre Noël**

CISO

**Would you also like to strengthen the human firewall in your company?**

**Request a demo now →**