



VARONIS CASE STUDY

Beck's Hybrids



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— Jeremy Hunt
Network/Systems Engineer

THE CUSTOMER

BECK'S HYBRIDS

LOCATIONS

Indiana, Illinois, Ohio, southern Michigan, western Kentucky, Tennessee, Iowa, and eastern Missouri.

INDUSTRY

Agriculture

Beck's Hybrids is the largest family-owned, retail seed company in the United States, serving farmers in Indiana, Illinois, Ohio, southern Michigan, western Kentucky, Tennessee, Iowa, and eastern Missouri.



BUSINESS CHALLENGES

Ineffective File Sharing & Lack of Controls

Beck's Hybrids, the largest family-owned, retail seed company in the United States, found itself faced with a dilemma as employee use of public cloud file-sharing solutions to collaborate and share documents began growing like a field of weeds. Beck's Hybrids Systems Engineer Jeremy Hunt understood the business benefits of digital collaboration but was not comfortable with the threats posed by potential exposure of sensitive or confidential data.

The private cloud accounts were under employee names so even if they synced corporate data Beck's Hybrids couldn't get access to the data nor have the controls they desired. Beck's considered using a popular cloud platform from a corporate perspective but the cost of investment would have been substantial. The IT team also wanted a solution that would allow the company to actually own the data and allow them to keep definitive copies of files stored on corporate storage. With multiple cloud-based accounts and internal servers, it was difficult for employees to determine who has the latest copy, and which version was correct. Often files would get lost.

Additionally, the company is experiencing rapid growth so the more employees they have, there will be even more unstructured data for which the company will be responsible for sharing securely – and DatAnywhere was the most equipped to meet Beck's technical requirements. Large GIS data files and marketing graphics comprise a good part of the company's file shares so they needed a solution that could manage the large file sizes and also allow for secure access from the field and provide convenient sharing with partners.



WHY VARONIS?

In search of an alternative to public cloud file-sharing solutions and a way to centralize employee file sharing, Hunt's search yielded Varonis Systems, Inc.'s DatAnywhere solution. With DatAnywhere, Beck's Hybrids employees now have the ability to share and access terabytes and even petabytes of data at high speed from any device without leaving the security of the company's internal file servers.

RESULTS

Regaining Data Ownership, Reducing Risk

The IT department at Beck's Hybrids first realized the loss of control that employee use of public cloud file-sharing solutions presented when they were contacted by a representative from a popular cloud platform. The representative notified Beck's Hybrids that employees were using a number of separate public accounts, and that Beck's had no control or access to the data in those accounts. Jeremy Hunt and his team discovered Varonis DatAnywhere and quickly learned that they could equip employees with an alternative solution that allowed them to more easily share and collaborate on documents without the associated risks.

Hunt explained, "Public cloud sharing seemed convenient at first. At one point we might have even been paying for a few employee accounts. But as a company we quickly learned that we had no rights, no access to our own data that was being stored on these accounts. We knew we had to centralize this file sharing in a way that was secure yet still convenient for employees. DatAnywhere was one of the first solutions we came across that could accomplish this, and it has been well worth our investment."



Improving Productivity & Workflow

Beck's Hybrids' IT department also found itself bogged down by data duplication. In their attempts to use public cloud accounts to share and collaborate on company documents, employees were ending up with multiple copies of data, making it exceedingly difficult for data owners to identify which copies had the most up-to-date information. The search for the right data files was hindering productivity.

Additionally, Beck's Hybrids' seed production group was originally using USB drives to collect data on the field. Once they were done working in the field for multiple days, they would need to bring the files to their computers to upload them to the company network. Not only was the process unreliable and time consuming, in one episode a field incident caused the loss of the collected data because it wasn't being synced with the company servers. DatAnywhere has now seamlessly solved this workflow issue for Beck's Hybrids by allowing the seed production team to synchronize data updates directly to the company network from on the fields.

"DatAnywhere has been a great solution for us since the beginning, helping improve several workflow issues while simultaneously providing us with the confidence that the data our employees are sharing is safe, accurate and secure," said Hunt. "The product has grown immensely since we were an early adopter, which makes it clear that Varonis is investing heavily in continuous improvement."

For more information on Varonis' solution portfolio, please visit www.varonis.com and join the conversation on Facebook, LinkedIn, Twitter, and YouTube.

Download DatAnywhere for free for up to five users.

ABOUT VARONIS

Varonis is the leading provider of software solutions for unstructured, human-generated enterprise data. Varonis provides an innovative software platform that allows enterprises to map, analyze, manage and migrate their unstructured data. Varonis specializes in human-generated data, a type of unstructured data that includes an enterprise's spreadsheets, word processing documents, presentations, audio files, video files, emails, text messages and any other data created by employees. This data often contains an enterprise's financial information, product plans, strategic initiatives, intellectual property and numerous other forms of vital information. IT and business personnel deploy Varonis software for a variety of use cases, including data governance, data security, archiving, file synchronization, enhanced mobile data accessibility and information collaboration.

Free 30-day assessment:

WITHIN HOURS OF INSTALLATION

You can instantly conduct a permissions audit: File and folder access permissions and how those map to specific users and groups. You can even generate reports.

WITHIN A DAY OF INSTALLATION

Varonis DatAdvantage will begin to show you which users are accessing the data, and how.

WITHIN 3 WEEKS OF INSTALLATION

Varonis DatAdvantage will actually make highly reliable recommendations about how to limit access to files and folders to just those users who need it for their jobs.

[START YOUR FREE TRIAL](#)

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