



# VARONIS CASE STUDY

Analysys Mason



*“There isn’t a comparable product as far as I can tell in terms of functionality. There is the added bonus that, even though it can do more, its total cost of ownership is much lower than another product that we were looking into. Simply speaking, you have your network shares and you put DatAnywhere next to them – and users don’t see any difference so they have no idea that it’s there, but I do and I know it’s working.”*

—Tomasz Foltman  
Senior Network Analyst, Analysys Mason

# THE CUSTOMER

## Analysys Mason

### **LOCATION**

London, U.K.

### **INDUSTRY**

Telecoms, Media & Tech

### **PRODUCTS**

DatAnywhere

Founded in 1985, Cambridge, UK-based [Analysys Mason](#) is a global specialist adviser on telecoms, media and technology (TMT), delivering TMT consulting and research to clients in more than 110 countries.



# BUSINESS REQUIREMENTS

Data Retention: A key requirement from its clients is that data must not leave Analysys Mason's premises

Facilitate global collaboration: Employees working offsite for long periods, needed seamless access to data

Utilize existing infrastructure to lower TCO: Analysys Mason houses its historic information within an archive server, that users can access as required.

## WHY VARONIS?

Unlike alternative solutions that require data to be stored in off-site repositories, Varonis' Enterprise File Sync and Share solution [DatAnywhere](#) is deployed alongside Analysys Mason's existing network sharing solutions. This allows the adviser to retain ownership, and more importantly control, of its files.

By utilizing existing native network shares already in place, DatAnywhere is installed within hours and eradicates unnecessary complex file provisioning. As expensive data housing isn't duplicated, DatAnywhere lowers TCO.



# THE VARONIS SOLUTION

## Varonis DatAnywhere

Having deployed DatAnywhere, Analysys Mason's global workforce has the same access to its file storage, from different locations and devices as they would if they were physically in one of its offices.

This eliminates the need to store data on local or even personal devices, which is increasingly a major security issue for any organization.



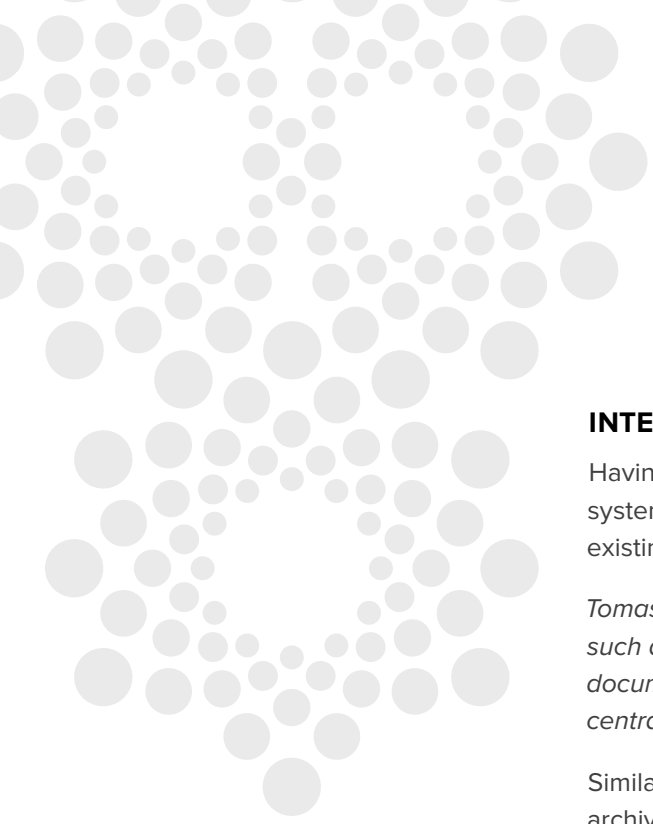
# RESULTS

One of the key features for Analysys Mason is that DatAnywhere works alongside its existing file shares, meaning it does not have to waste money replicating and storing data offsite – either in physical or virtual repositories, nor time duplicating access. Having installed DatAnywhere, it was instantly accessible.

For Tomasz Foltman, Senior Network Analyst at Analysys Mason, this offered a number of benefits, as he explains, *“Getting the client up and running is quick and painless – it’s as simple as installing Microsoft Office. As the data doesn’t move, there is no danger of files going missing or not replicating correctly and user access is provisioned almost automatically.”*

## **THE FLEXIBILITY OF CLOUD SERVICES IN AN ON-PREMISE SOLUTION**

A key element for Analysys Mason was allowing the adviser to retain possession of its data, a key requirement stipulated by its customers. Tomasz adds, *“We knew that employees were storing data for long periods on their laptops, which are obviously vulnerable and at risk of being misplaced. While we had installed strong cryptography to prevent this being an issue, should the device end up in the wrong hands, but it would still be an inconvenience if the original data were lost, not to mention potentially expensive to replace.”*



## **INTEGRATES WITH EXISTING INFRASTRUCTURE**

Having spent time and money developing an internal document management system, Analysys Mason was keen that any solution would integrate with this existing program.

*Tomasz illustrates, “If we were to move to an alternative cloud based solution such as a Citrix system, we would have needed to completely rebuild our document management system. Instead, as DatAnywhere exists alongside our central repositories, it has seamlessly integrated with it.”*

Similarly, DatAnywhere also enables access to Analysys Mason’s existing archive server which houses many terabytes of data. The expense would be extortionate to replicate this data within a public cloud service, a cost that could not be justified as it may be many months without anyone requiring access—but an inconvenience for all concerned if they did. Moving forward, as further archive servers are added to the infrastructure, DatAnywhere will continue to provision access.

## **TRANSPARENT TO THE WORKFORCE**

Analysys Mason was able to roll out DatAnywhere across the organization seamlessly within hours.

*Tomasz concludes, “There isn’t a comparable product as far as I can tell in terms of functionality. There is the added bonus that, even though it can do more, its total cost of ownership is much lower than another that we were looking into. Simply speaking, you have your network shares and you put DatAnywhere next to them, and users don’t see any difference so they have no idea that it’s there, but I do and I know it’s working.”*

# 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](#)