VARONIS

How an Insurance Leader Supports Least Privilege in Salesforce With Varonis

> The biggest benefit with Varonis was the amount of information I could see in one spot — because with multiple Salesforce orgs, trying to get all of that collectively can be a challenge.

HIGHLIGHTS

Challenges

- Maintaining least privilege access to records in Salesforce
- Visibility across multiple Salesforce orgs
- Ensuring all sensitive data is encrypted within Salesforce

Solution

The Varonis Data Security Platform:

- Provides continuous and automatic visibility into who sees what in Salesforce and M365
- Easily integrates with Salesforce Shield
- Discovers third-party apps
- Identifies at-risk sensitive data in hard-to-find places
- Alerts you to abnormal or atypical user behavior or unwanted changes

Results

- Granular insight to support least privilege
- Assurance that all sensitive information is encrypted and secure
- Visibility across Salesforce environments
- Maximized investment in Salesforce Shield
- Alerts for excessive access, critical and risky config changes, and more

CHALLENGES

Optimizing Salesforce with an eye toward security

A leading company in the insurance sector sought to maximize their use of Salesforce. Speed and agility — while prioritizing security — were first and foremost.

The lead Salesforce Admin in charge of delivering new business capabilities to end users and clients using Salesforce had this to say:

> **"We always want to advance by accelerating our efforts and creating efficiencies to free up time to serve our clients better.**
>
> **And that means finding technology that can scale with us. We've leaned into Salesforce to modernize our technology and make life easier for our end users."**

Companies rely on Salesforce to support business operations and store sensitive information, but access must be limited to only the right users.

However, managing permissions and ensuring data is secure — and kept that way — across complex Salesforce environments is often challenging and time-intensive.

According to the Salesforce Admin:

> **"We want to make sure that we're not just securing information and keeping it in a safe box. We need to ensure the people who can access that box only have access to the things they need. And when you have a lot of users and different Salesforce orgs, that gets quite complex."**

The company expertly applied encryption to protect its partners' sensitive data and relied on Salesforce Shield for support. Most companies would stop there, but the insurance company wanted to ensure that their sensitive data was as secure as it could be across multiple admins and orgs.

> **"We have information that we must keep as secure as possible and wanted to identify areas for improvement. You can tell people not to put sensitive data into Salesforce, but that doesn't mean it stops them from doing that."**

So, like many companies, the insurance company asked Varonis, "How can I right-size permissions and reduce data exposure risk in Salesforce?"

SOLUTION

Shedding light — and saving time — with Varonis

As the leading insurance company continued to innovate and deliver at a rapid pace, they faced a decision: whether to develop a solution in-house or collaborate with a partner. They decided to work with a partner that could help them gain visibility and control of their data and permissions across their Salesforce orgs.

The Salesforce Admin explained:

> **"Taking the time to figure things out in Salesforce isn't the best use of time. You have to put many pieces together, and in a multi-org situation, that's not efficient. We look for partners to help us move faster than we'd be able to on our own."**

A complimentary Varonis Salesforce Risk Assessment gave the admin a comprehensive view of the company's data and permissions in a Salesforce org with encrypted data. According to the admin:

> **"Varonis would let us know where we weren't covered with platform encryption. Just bringing all that information together to help me see the entire Salesforce ecosystem and the potential risks was very helpful."**

After the risk assessment, the company selected Varonis as their data security partner.

Simplifying data security across multiple orgs

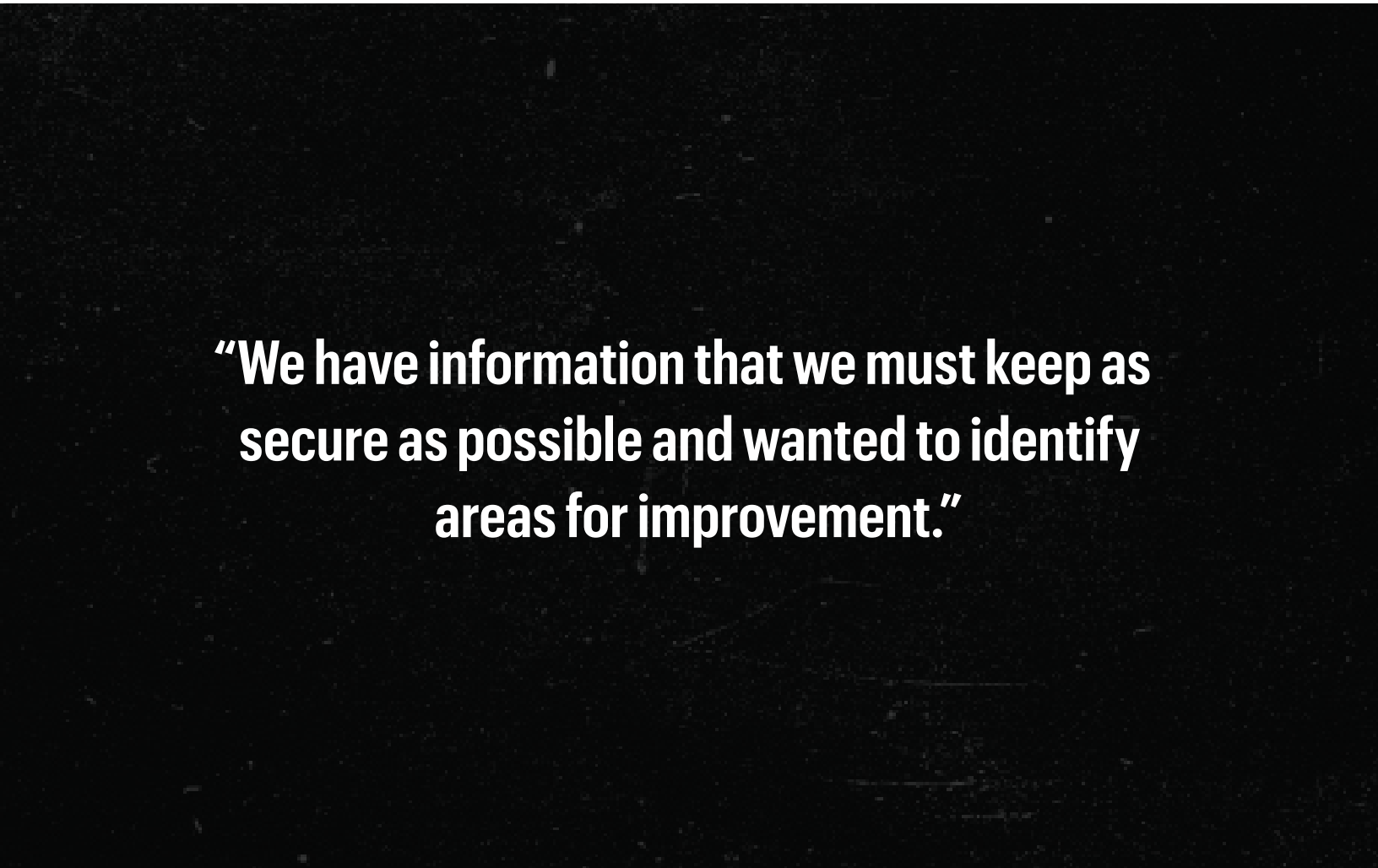
Varonis scans every record and attachment within Salesforce to discover, classify, and flag sensitive data. Varonis provides a complete view of effective access for every Salesforce user, even across multiple orgs, and puts all that information together in a convenient dashboard.

The Salesforce Admin explained:

> **"With the complexity of multiple Salesforce orgs, just getting our arms around who has access to what across that entire ecosystem is a challenging scenario. Varonis helps us fill a gap we couldn't fill ourselves, and they help us do it faster with more depth."**

Varonis lets the admin know when unencrypted data makes its way into a Salesforce org or when sensitive data ends up in the wrong place.

> **"If a field was missed in the encryption process and sensitive data was there, Varonis lets us know if we missed something. It's been immensely helpful."**



Bridging the gap between security and Salesforce teams

Salesforce Shield provides extensive event logs but putting that information into action can be a heavy lift. With Varonis, the insurance company's security team can get the most from their Salesforce Shield investment.

Varonis integrates with Shield to provide the company's security team visibility across their Salesforce orgs. Should anything out of the ordinary occur, Varonis notifies the security team of unusual activities that could put their data at risk — all while helping the company work toward a least privilege model.

The Salesforce Admin explained:

> **"Varonis brings Shield's event monitoring information together for our infosecurity team while classifying data and filtering out noise.**
>
> **The alerts will show us if we've got someone downloading a sensitive file with a public link or users with permission to log in as someone else."**

And because the security team uses Varonis' cloud-hosted Data Security Platform, they can rest assured that critical information in Microsoft 365 is secured.

Varonis identifies where sensitive data lives, who can access it, and what they do with that access. Varonis also alerts the security team when anything requires attention, so they can contact data owners and right-size permissions as needed.

RESULTS

Supporting least privilege with visibility and automation

Varonis helps the insurance leader ensure their data is secure and that permissions are continuously right-sized as users and roles change. And because security is never one-and-done, Varonis helps the Salesforce Admin avoid permissions creep and identify anything they may have missed.

> **"Permissions in Salesforce can get kind of tricky. If I give a user this permission, they'll be set for today, but it might open the door for them to do more than we want them to do tomorrow. Varonis helps us understand when someone has more permissions than they actually need for their job and who we need to take a closer look at."**

According to the Salesforce Admin, the main benefits of working with Varonis for Salesforce include visibility and the ability to dig deeper into each org when needed:

> **"The biggest benefit with Varonis was the amount of information I could see in one spot because with multiple Salesforce orgs, trying to get all of that collectively can be a challenge.**
>
> **Varonis can dive into various pieces of information, so not only does it bring all that information together, but it also does so in a digestible way. I could see high-level risks and dive in on an org-by-org basis."**

Building a robust Salesforce security posture with Varonis

Just a few months after deciding to partner with Varonis, the company advanced its Salesforce security posture. Varonis makes automated outcomes a reality, so the Salesforce Admin and their team can focus on strategy and deeper work that adds business value to the company.

Now, the Salesforce Admin is thinking ahead about how insight from Varonis can inform their strategy:

> **"Varonis has shed light on our internal operations. I now have a better understanding of how many people hold elevated admin positions. Having insight into who has what permissions has been eye-opening."**

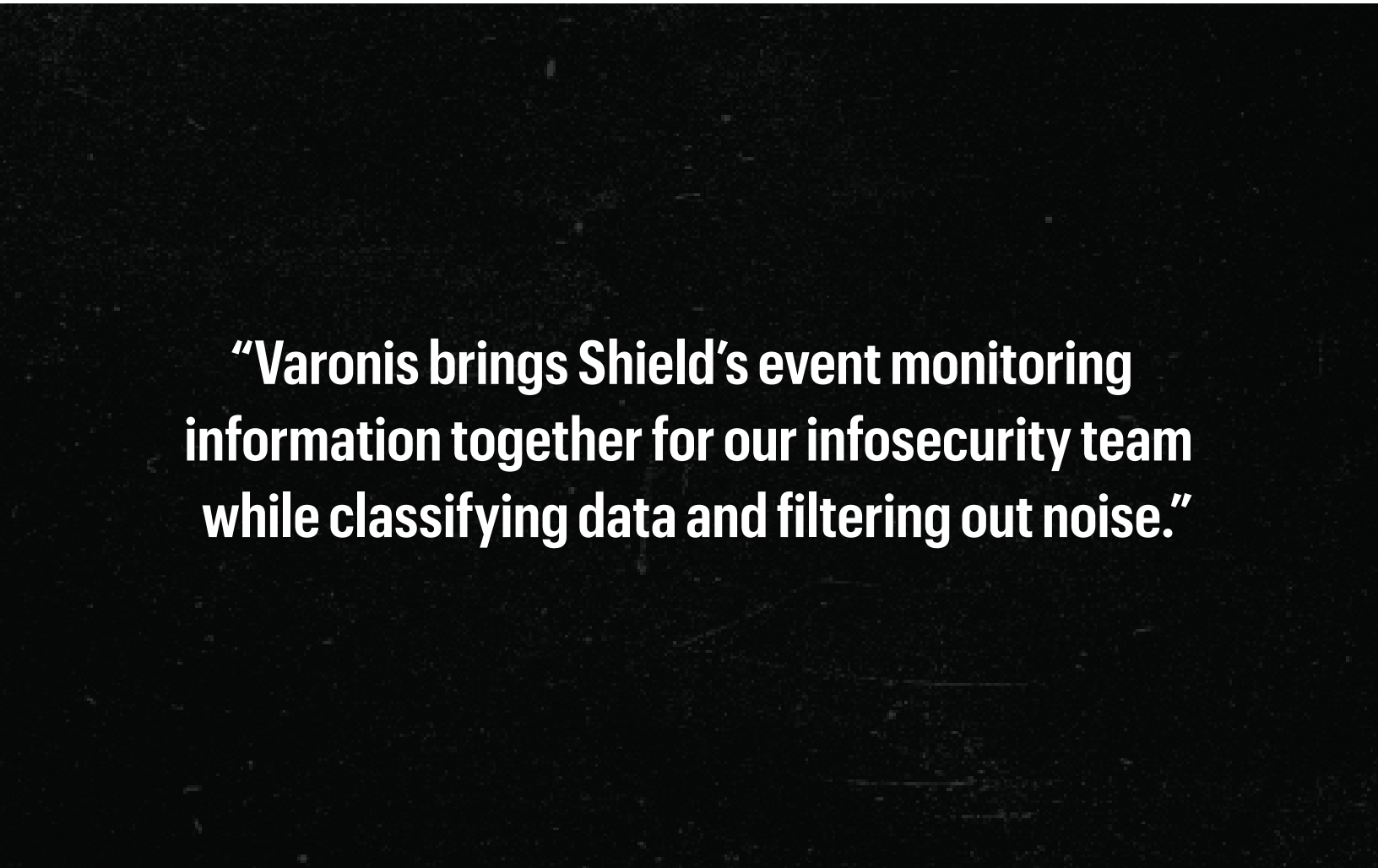
According to the Salesforce Admin, Varonis provides actionable information that enables them to improve their Salesforce data security posture:

> **"Varonis is helpful. It's keeping data security front and center so that we can think about other things now. Varonis is helping identify areas where we can modernize the way that we are granting permissions. The information will help us have more conversations and understand where to improve. It's really helping us mature processes and capabilities."**

Securing Salesforce is not always top of mind for Salesforce admins, even though the CRM tool houses critical data that must be protected from bad actors.

For Salesforce Admins who might not be used to being involved in security, the insurer's admin shares this advice:

> **"Security needs to become your friend now even if it's not your role, even if it's not something you're used to. Varonis is a great tool to help you figure out where you could make improvements."**



Improve your Salesforce security posture.

Varonis right-sizes permissions, finds and remediates exposed sensitive data, and detects abnormal behavior in Salesforce.

Request a demo