

A Manufacturer Secures Data and Permissions in M365 and Salesforce with Varonis



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About this case study:

Our customer is a manufacturer in the U.S. We have happily accommodated their request to anonymize all names and places.

HIGHLIGHTS

Challenges

- + Securing sensitive customer data
- + Fulfilling compliance requests
- + Right-sizing permissions across M365 and Salesforce

Solution

The Varonis cloud-native Data Security Platform:

- + Provides continuous and automatic visibility into Salesforce and M365
- + Identifies at-risk sensitive data in hard-to-find places
- + Right-sizes permissions and prevents exposures
- + Proactively detects and helps prevent threats
- + Alerts you to abnormal user behavior or unwanted changes

Varonis Managed Data Detection and Response:

- + Provides 24x7x365 service dedicated to stopping threats at the data level

Results

- + Securing M365 and Salesforce with confidence
- + Varonis MDDR as a first line of defense
- + Automated data security outcomes

CHALLENGES

Ensuring data security and compliance

A large manufacturer with operations in the U.S. had troves of sensitive customer data. They sought a systematic way to ensure that data was kept secure and available only to those who needed it to do their jobs. They also needed to demonstrate compliance with numerous regulations, including GDPR, CCPA, and PII.

The vice president of IT is responsible for ensuring the company remains secure and compliant as the organization grows. Five years ago, the VP brought on Varonis to tackle the company's data security challenges in Microsoft 365 and Windows, and comply with industry regulations.

According to the VP of IT:

"We had a lot of archaic data and didn't have a firm data retention policy. We selected Varonis because we wanted to know what kind of data we had and manage how it was being sent out so we could identify and stop potential data leakage — like an employee taking information and leaving for a competitor."

Soon after deployment, Varonis flagged sample credit card data that had been used many years before for testing. Fortunately, the data did not put actual customer information at risk. But it pointed to a real issue: that sensitive data could hide in the environment for a long time. Without a solution to automatically flag that data, information was at risk.

Fast-forward to today. After five years with Varonis' self-hosted solution, the VP decided to make the strategic move to Varonis' cloud-native Data Security Platform.

SOLUTION

Real-time visibility across multi-cloud storage and apps

Varonis' cloud-native platform provides real-time visibility into the company's Microsoft 365 environment, including OneDrive and Teams, and SaaS applications like Salesforce. Varonis classifies all the data in the company's environment, maps out permissions, and identifies and remediates overexposed information automatically.

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The company used its transition to Varonis' SaaS model as an opportunity to reinvent and modernize its SaaS and IaaS environment. According to the VP of IT, switching to Varonis' cloud-hosted platform helps them ensure always-on security, without having to worry about racking and stacking servers:

"We have a fully redundant system with Varonis. My admins aren't up wondering if a server's gone down and things of that nature. Varonis even helped us reduce our power and our cooling. Performance has been great. Overall, it's been a success."

Automating Salesforce security

The VP sought to identify and protect sensitive data in their Salesforce Organizations. Many companies have multiple Salesforce Orgs, and the same data can appear across multiple sites. Under the shared responsibility model, companies must safeguard their own data. The VP decided to take action and procured Varonis for Salesforce.

"The number one thing we had to do was to start identifying the data we had in Salesforce. If business transaction information or credit card data is on a development site, a lot of people can go in and look at it. Varonis helped us understand that."

RESULTS

Trimming compliance reporting time from weeks to minutes

Privacy rules keep changing, making it difficult for even the most knowledgeable organization to keep up.

“The United States and Canada are very independent in their compliance rules. There’s no consistency across the board. You would need a PhD in compliance to understand all the different rules.”

Requests for information and compliance reports can take hours, days, or even weeks to complete manually. According to the VP of IT, what was once a long process to fulfill compliance reports is now fast and easy with Varonis:

“Now when we get a call from a customer in Quebec, we’re able to answer with Varonis. Varonis has shrunk our time to deliver compliance reports by weeks.”

Varonis also benefits the company’s legal team. The search functionality in the Data Security Platform enables the team to find the data they need and fulfill requests for information quickly.

“Our legal organization can do quick compliance searches by keyword in Varonis. They like the flexibility and using Varonis is straightforward out of the box.”

Varonis Managed Data Detection and Response

The company’s in-house cybersecurity teams are supported 24x7x365 by Varonis Managed Data Detection and Response (MDDR), Varonis’ managed service dedicated to stopping threats at the data level.

MDDR stands apart in offering the industry’s best SLA, with a 30-minute response for ransomware attacks and a 120-minute response for all other alerts.

According to the VP of IT:

“Varonis MDDR flagged a large data movement taking place at about 10:30 at night — almost instantaneously. To have that kind of response time and additional insight by monitoring our instances makes it a strong solution.”

Fortunately, it was nothing suspicious — the network admin was migrating company data to a new domain controller. The VP of IT was impressed with Varonis’ response time and the additional insight provided while monitoring their instances in real time.

Securing Salesforce with confidence

The VP of IT explained why securing Salesforce should be on every IT and security leaders’ checklists:

“Salesforce is not just a CRM tool anymore. It has more access to sensitive data than it used to have — it’s not just phone numbers and addresses and emails anymore.”

With Varonis, the company is now on its way to understanding and safeguarding its information and permissions in Salesforce.

“We are defining our processes internally of what we want to mirror, mask, move, and such. We use third-party developers and contractors, so we have to take a permissions-based process and strategy when we’re sharing data. Varonis will help us capture and flag that data in Salesforce, so we can administer or restrict those depending on what we need to do.”

Multi-cloud security as the organization grows

Looking ahead, the VP of IT plans to explore how Varonis can help the org secure data in other SaaS and IaaS apps.

“The large SaaS platforms expanded into other places and started doing more. And because of that, data is spread across all the different organizations and duplicated in a lot of places. Varonis could help us protect our entire SaaS footprint.”

“With Copilot, there are legal and privacy challenges. Where is the data that’s being searched stored, and who has access to it? I can’t have an intern searching, ‘What is our forecasted sales?’ through Copilot. That’s a definite concern that we have.”

A security partnership

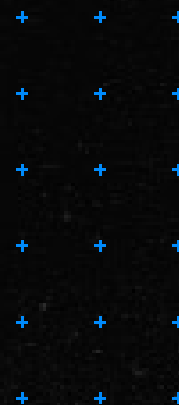
Overall, the VP of IT continues to be impressed with Varonis’ ability to provide visibility into their sensitive data and permissions, help meet compliance requirements, and confidently ensure information is secure in Salesforce.

According to the VP of IT:

“The Varonis team keeps the lines of communication open at all times. In meetings, they take the time to really understand our questions. It’s been wonderful.”

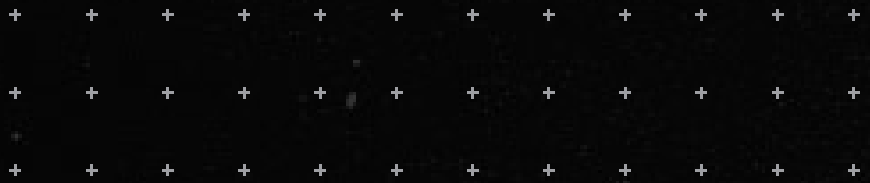
Most of all, Varonis provides automated outcomes that save the VP of IT team’s time.

“We couldn’t live without Varonis at this point. It would mean having additional resources to deal with data security and compliance.”



“Varonis will help us capture and flag sensitive data in Salesforce, so we can administer or restrict access depending on what we need to do.”





Your Data. Our Mission.

Varonis takes the effort out of securing data and right-sizing permissions.

[Request a demo](#)