VARONIS

How a U.S. Tribal Casino Relies on Varonis to Secure Troves of Sensitive Customer Data in the Cloud

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HIGHLIGHTS

Challenges

+ Modernizing and automating its data security stack

+ Safeguarding sensitive financial and PII data

+ Identifying and removing risks to sensitive data

Solution

The Varonis Data Security Platform:

+ Discovers and classifies data across cloud and hybrid environments

+ Locks down permissions and prevents exposure

+ Provides automated data sensitivity labeling

+ Detects and alerts to suspicious activity in real time

Varonis Managed Data Detection and Response (MDDR):

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

Results

+ Visibility and security across M365 and Box

+ Support from a world-class team of security experts

+ Streamlined compliance with state, federal, and industry regulations

+ Peace of mind and work-life balance for the IT team

CHALLENGES

Ensuring security for sensitive customer data

Nisqually Red Wind Casino is the go-to spot for gaming, dining, and entertainment in greater Olympia, Washington. As the casino continued to grow, it needed to build on the well-earned trust and confidence of its loyal customers.

To achieve this, they aimed to modernize and automate their data security stack.

Keeping that trust starts with safeguarding troves of highly sensitive customer PII and financial data.

The casino's CIO, Brett Talmadge, said:

> **"Building guest trust and confidence is crucial for success in the gaming industry. It's about building your guests' trust and confidence year after year after year. A data breach can take you five steps backward."**

> **"We have to ensure that all data and every transaction is safe, and all our guests' information is safe and secure. We're also trying to provide a great guest experience and must ensure that no data is compromised or overexposed."**

> **"We asked the question, 'How are we going to improve the guest experience while also staying in compliance and protected all at the same time?'"**

The casino selected Varonis.

SOLUTION

The leading Data Security Platform

Varonis' cloud-native platform provides the casino's IT team with real-time visibility into Microsoft 365 and Box. Varonis classifies all the data in the environment and maps out permissions. Varonis goes beyond visibility by providing automated outcomes — identifying and remediating overexposed information and issues that put data at risk.

Varonis Managed Data Detection and Response

Security investigations can often take hours as staff gather and analyze data to find answers. That's just one reason why the casino relies on Varonis' Managed Data Detection and Response (MDDR) service.

According to Brett, Varonis' MDDR service takes the heavy lifting off the team's shoulders.

> **"The biggest reason we selected Varonis is that it frees up a lot of the team's time for tasks that would normally take a person hours, if not days, weeks. Considering what the ask is, sometimes Varonis can just do it literally in seconds."**

Now, Brett's team uses their work hours to be proactive, not reactive.

> **"Varonis frees my team up for training and projects that will help us move into the future."**

Approaching AI with confidence

Nisqually Red Wind Casino is also looking to become more efficient by embracing AI. Because AI can surface exposed sensitive data, the casino needs to ensure its data house is in order before bringing on AI tools.

> **"To embrace AI, you must make sure that your data is protected. You must make sure your data is clearly identified. And you can't do that unless you have a tool that's going to help you do it quickly, because most companies have years of data that's been created and saved and shared out — but it hasn't been labeled."**

Brett knows that AI security starts with data security:

> "There are multiple ways you can use AI and agentic AI. Before you can go forward with it, you must make sure that your data is clearly identified. And that's really where the labeling has such a key impact when you're moving forward with Copilot and the AI."

Comprehensive coverage

Brett appreciates how Varonis continues to expand its coverage:

> "Varonis takes an all-encompassing approach to data security. And people don't just have data in one store somewhere. They have it all over the place."

In addition to M365, the casino relies on Box. Brett says Varonis helps ensure they have a full view into their data:

> "Because of Varonis, our Box development has matured. We had minimal visibility into what was happening with the files on the Box account. And now we have full visibility with Varonis."

Ensuring compliance with layers of regulations

The casino industry is among the most heavily regulated sectors. Casinos must comply with tribal gaming, state regulations, and federal rules that apply to financial institutions.

> "Varonis was not only the solution for data security. The compliance items that it brought to the table were just a bonus."

RESULTS

Moving beyond visibility with automated outcomes

Brett is impressed with the automation offered by the Varonis Data Security Platform.

> **"Varonis is a game changer. The team is just blown away. Almost a year into deployment, they're still talking about how much of a game-changing technology it is."**

According to Brett, Varonis is the cornerstone of the casino's security stack.

> **"Varonis really is the key platform in our cybersecurity stack. If I described it as a basketball team, Varonis would be the point guard. Everything else is built around it."**

Remediating overshared data with a few clicks

According to the 2025 Varonis State of Data Security Report, 92% of organizations allow users to create public links — often from platforms like SharePoint, OneDrive, or Google Drive. AI tools or malicious actors can exploit these links to crawl and surface internal data unintentionally.

According to Brett, Varonis makes finding and removing sharing links a breeze.

> **"When we first started, the amount of overexposed data and links that were overexposed and shared was out of control. We were able to mitigate that in just a few clicks. During our most recent return on investment presentation with Varonis, we only had one."**

Measurable results and automated outcomes

Brett recommends Varonis to security and IT leaders who want to make a substantial impact on their company's security posture:

> **"Anyone who chooses to implement Varonis in their enterprise is going to be a rock star. You will be valued. You will be identified as a key player, and your company will be forever thankful for the implementation of Varonis."**

> **"Varonis makes it ridiculously easy to fix issues that would normally take months or even years. Without Varonis, we would have had to stop and completely rebuild our entire file sharing network to get where we are with Varonis. It's phenomenal."**

Varonis' features and automation help protect the casino's data, while Varonis' MDDR provides expert support when it's needed most. In a high-stress, high-stakes environment, Varonis helps Brett keep his team focused and happy.

> **"My number one job is taking care of the casino and making sure that the business stays operational and functional on the technical side. Outside of that, my job is to take care of the team to ensure they have a good work-life balance and that they have the tools that they need to do their job."**

> **"Varonis provides me a level of technical aptitude and technical capabilities that accentuates my engineers' skills, and it does the work for them. Varonis allows my team to relax and have their weekends and their time with family back. I don't know if you can put a dollar amount on it. That's what Varonis gives to us."**

Your data. Our mission.

Varonis right-sizes permissions, finds and remediates exposed sensitive data, and detects abnormal behavior in cloud, SaaS, and hybrid environments.

Request a demo