



# How Varonis Edge is Helping a U.S. Manufacturer Fortify On-Prem and Cloud Data Security

## CASE STUDY



“Varonis is a best-of-breed, world-class solution. It allows us to do everything from managing share permissions to locating sensitive data to securing our on-prem and cloud environments. Doing all of that from a single pane of glass saves us time in the long run.”



### ABOUT THIS CASE STUDY:

Our client is an established U.S. manufacturing company. We have happily accommodated their request to anonymize all names & places.

## HIGHLIGHTS

### CHALLENGES

- Gaining insight into sensitive data: where it lives, who has access, and what's being changed
- Tracking down specific PII could take hours or even days
- Finding a solution capable of scaling with their evolving security needs

### SOLUTION

The most robust data security platform:

- **DatAdvantage** to support email, on-prem data stores, and cloud data stores
- **Data Classification Engine** to automatically identify PII and intellectual property
- **DatAlert Suite** to monitor and alert on potential threats
- **Edge** to monitor threats on the perimeter and provide further context to alerts

### RESULTS

- Detected and helped prevent a possible data breach when a non-HR user accessed payroll information
- Data classification and clear audit trails result in time savings
- Data protection for over 1,000 employees

## Challenges

### Keeping threats at bay and gaining insight into the network

In 2017, a major U.S. manufacturer (that wishes to remain anonymous) was seeking a data access governance solution. They needed to know where personal data lived in their network, which users had access to it, and what they were doing with that data.

When asked why they chose Varonis, their Infrastructure Manager said:



“Finding specific information was very tedious. It could take hours or even days to locate data through basic search functions. We needed a solution that would catalog and index data and provide insight into our network.”

The firm had other goals too. The more complicated their on-prem and cloud environments became, the more difficult it was to monitor for the telltale signs of insider and outsider threats.

It needed a multi-faceted solution—software that would give them more insight into their network and help them identify and protect personal information and intellectual property from bad actors.



“We didn’t have any real insight into sensitive data. We didn’t know where all of our employee, or payroll, or other personal information was being stored.”

With the personal information of over 1,000 employees at stake, the company couldn’t afford to roll the dice on data security. The Infrastructure Manager reviewed numerous solutions, and ultimately landed on Varonis.



“Varonis’ team was attentive to our goals. Where other products were more rigid, we could clearly see that Varonis was capable of adapting to our current and future needs.”



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# Solution

## Threat monitoring and data insight behind a single pane of glass

The Infrastructure Manager was surprised at how fast and easy it was to implement Varonis in their environments. Installation took a single afternoon and, before the week was out, Varonis' team scheduled a training walkthrough with key users.



“Varonis’ team worked with our small security team to understand the system. They helped us get the most out of the products, and it felt like no time before I was using Varonis to track down PII and classify sensitive data.”

### The first solutions to be rolled out included:

**DatAdvantage for Windows and Directory Services**, which maps who can access (and who does access) sensitive data across their on-prem environments.

**Data Classification Engine** to automatically identify PII and other sensitive data across file shares and cloud data stores.

**DatAlert Suite**, which provides continuous monitoring and real-time alerting on suspicious activity, and equips them with a suite of forensics capabilities.



“Out of all the solutions we looked at, Varonis was the only one that increased our overall threat intelligence and allowed us to track who had touched sensitive data and see what they changed.”

A year later, the company expanded DatAdvantage to include support for UNIX and Exchange Online. This provides increased insight into their on-premises data stores and cloud email.



“Varonis classifies data for us and helps us monitor who has access. The way it classifies and indexes data is really smart, and it has helped us set up workflows that work toward least privilege.”

Now, it is adding support for OneDrive and SharePoint Online. With that expansion, the company will have high-level visibility into both their cloud environments and their on-premises data stores.

The company is also adding Edge to their security lineup. Edge helps contextualize perimeter data, allowing the Infrastructure Manager and their team to detect even the subtlest signs of attack via their DNS, VPN, and web proxies.



“We’ve been working on securing our environment by adding more Varonis products to our security lineup. DatAdvantage provides critical support for Office 365, and Edge gives us insight into DNS information and private networks that are often overlooked.”



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# Results

## Potential threats detected and prevented

According to the Infrastructure Manager, having Varonis has already had a major impact—especially when it comes to threat detection and incident response procedures.



“Having Varonis is a continually eye-opening—and sometimes alarming—experience. A few months ago, a non-HR user opened up an HR folder that contained employee salary information. With Varonis, I was able to track down the user and review exactly what they had accessed and changed.”

Varonis has also saved them and their team innumerable hours when it comes to reporting. With clear audit trails and data classification backed by machine learning, they gain granular insight into potential issues that could result in data breaches and step-by-step remediation recommendations.



“The difficult job of data security would be nearly impossible without Varonis. Simple things, like pulling access logs, used to take me days and I would be left with questions. With Varonis, I can get a clear picture within minutes.”

This U.S. manufacturer will soon have a very robust security lineup that includes DatAdvantage to help move them toward least privilege, DatAlert to monitor for possible security gaps, and Edge to trace perimeter threats to the source.



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# Don't roll the dice on data security.

Varonis gives you visibility into your data stores and helps you defend against insider and outsider threats.

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