

# DATA RISK ASSESSMENT

PREPARED FOR UMBRELLA CORP



REMEDIATION



## **TABLE OF CONTENTS**

Business impact	03
Assessment overview	04
Critical findings	05
Detailed findings	10
Data security posture	
Threat analysis	
Configuration risk	
Identity risk	
Salesforce risk	
Next steps	31



### "I was amazed by how quickly Varonis was able to classify data and uncover potential data exposure during the free assessment. It was truly eye-opening."

Michael Smith, CISO, HKS

## WHY DID UMBRELLA CORP Start a varonis data risk Assessment?

Umbrella Corp has a board-level requirement to discover, classify, and label all PII to ensure compliance and downstream DLP effectiveness. Umbrella Corp's recent ransomware incident highlights the need for data monitoring. Without action, they face regulatory fines and data exposure levels that leadership is not comfortable with.

## Challenges



Classifying sensitive data and fixing exposures is a struggle.



Data remediation efforts are difficult with a small team.

Sub-units operate independently – a unified data security program is needed.

Quantifying data security posture and showing progress to the board is a must.



There is a need to monitor data usage and alert on abnormal activity.



Compliance audits are manual and incomplete.

## UMBRELLA CORP'S RISK ASSESSMENT OVERVIEW

### Connected data sources and assessment timeline

Varonis can connect to dozens of additional data sources. Setup takes minutes.



Note: only a portion of Umbrella Corp's overall environment was connected for the POC.

## Risks that could result in a data breach

Below are the top four findings that Varonis deems a critical data security risk.

HR compensation reports shared publicly via "anyone" links.

40% of AWS identities are stale and privileged.

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332 Salesforce users can export production data.

A marketing assistant triggered an abnormal data access alert.

## HR compensation reports shared publicly via "anyone" links.

Melissa Donovan accidentally exposed the company's bonus information to the internet.

ccess Intelligence		International Bonuses.docx File   Created: 01/12/2023 2:17 PM
Name	Permissions	🔿 Anyone
International Bonuses.docx	🥑 <u>Guest link (vi</u>	Permissions
		Anonymous Log Guest link (view)
		$   \mathcal{R} $ Site collection Ad Full control $   \vee $
		<b>Q</b> Bonuses - Internat <b>Read</b>

#### Risk type:

Public data exposure

### NIST control:

AC-3(9): Controlled Release

#### Affected system:

Microsoft 365

#### **Observation:**

Melissa Donovan, an HR business partner, uploaded International Bonuses.docx to her HR Teams site on January 12. Varonis' classification scan identified 231 instances of PII within the file and our logs show she created the "Anyone" link on February 13, exposing the file to the internet. The link has been accessed by anonymous users from 27 various IP addresses globally.

#### **Recommendation:**

Revoke "Anyone" access to this file immediately by disabling the link. Disable the ability to share publicly. Use Varonis automation to revoke any public link to files containing sensitive information.

## 40% of AWS identities are stale and privileged.

Stale and inactive privileged accounts increase the risk of data breach.

Name	Last active	Tags
Guy Incognito	Feb 11, 2025 4:31 PM	inactive entity
Peter Morris	Jan 30, 2025 9:22 AM	inactive entity
Allen Carey	Jan 22, 2025 11:37 AM	inactive entity no mfa
Katherine Abner	Jan 18, 2025 1:21 PM	inactive entity
Allen Carey	Jan 16, 2025 11:37 AM	inactive entity stale access key

#### Risk type:

Insecure identities

**NIST control:** AC-2(3): Disable Inactive Accounts

#### Affected system:

AWS

#### **Observation:**

Varonis scans identified that 40% of privileged accounts are stale or inactive privileged accounts, some of which have stale access keys and poor controls, including no MFA enabled. Unsecured identities are the No. 1 cause of cyberattacks and create serious risk of a data breach.

#### **Recommendation:**

Immediately remove stale and inactive accounts, remove stale access keys, and enforce MFA on all accounts.

## **332 Salesforce users can export production data.**

The regular "Sales" profile grants export access. This is too broad and should be fixed.

titlements Use	ers		
Showing 332 re	sults		
Name	Email	Service	Last Active
Ω Melissa Do	user1@acmelab.com	Producti	Mar. 3, 2022 10:12 AM (GMT

#### **Risk type:**

Sensitive data exposure

**NIST control:** AC-2(7): Role-Based Schemes

#### Affected system:

Salesforce (production, sandbox, dev)

#### **Observation:**

Varonis scans identified a toxic combination of permissions that creates a serious data exfiltration risk — 332 salespeople, via their "Sales" profile, can export all lead, contact, opportunity, and account data from Umbrella Corp's production Salesforce instance.

#### **Recommendation:**

Remove the export report permission from the "Sales" profile and any other non-admin role. Review all profiles and permission sets that grant highly privileged actions — such as export report, modify all data, and read all data.

## A marketing assistant triggered an abnormal data access alert.

Darren York should not have access to financial data. Varonis UEBA detected anomalous access.

Abnormal download of sensitive data from cloud data stores



Exfiltration | 06/11/2023 8:19 PM | Status: Open | Alert ID: 123F...

#### What happened

varonis.onmicrosoft.com (Azure)\Darren York has downloaded **825 sensitive files**, exceeding the account's or organization's normal behavior (20 files).

A statistical increase in the number of sensitive files downloaded from cloud data stores has been detected. This may indicate a **potential data theft or activity** that requires attention.

#### Risk type:

Abnormal user behavior

#### **NIST control:** AC-2(12): Account Monitoring for Atypical Usage

## Affected system:

Microsoft 365

#### **Observation:**

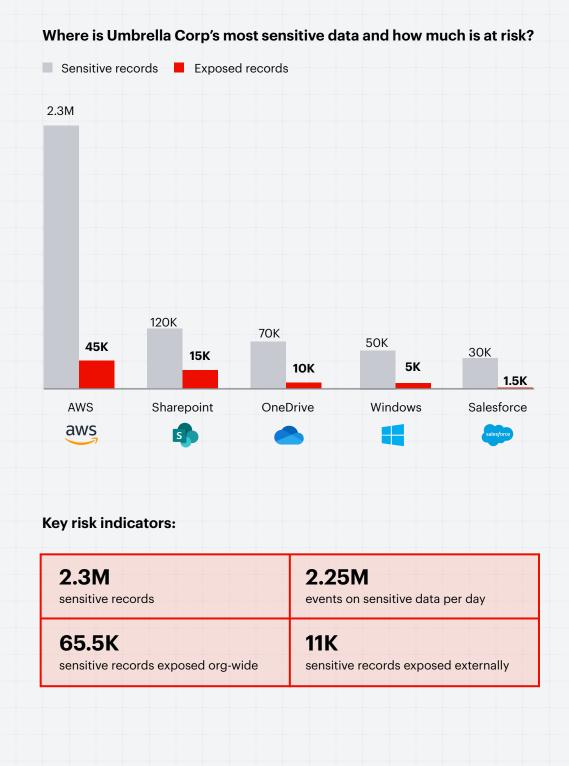
Marketing assistant Darren York triggered a behavior-based alert by deviating from his normal baseline of data access activity. Varonis detected that he was accessing files with financial data, which is atypical for his role.

#### **Recommendation:**

Use Varonis to run a query to see all of Darren's activity in the past 30 days. Ensure that permissions to data containing financial records are only accessible to employees who need access.

## **DATA SECURITY POSTURE**

Umbrella Corp's sensitive data is spread across multiple cloud services and on-prem data stores. To minimize the risk of a data breach, it is crucial for the company to have real-time visibility and control over its rapidly changing data estate — with unified classification, threat detection, and policy enforcement.



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## **Data discovery and classification**

### **Classification policies enabled**

We enabled 85 built-in rules and created three custom rules during this risk assessment. The top four data types by volume are shown below.



### **Built-in policy library**

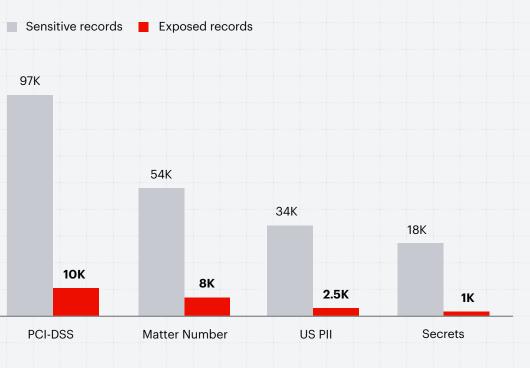
PII	GDPR	Credentials	Financial	Federal
HIPAA PHI 2.0	GDPR Germany	Passwords	PCI-DSS 2.0	ITAR
Colorado Privacy Act	GDPR France	Private keys	SOX	Top Secret
NY SHIELD Act	GDPR Austria	Certificates	GLBA	CUI
Plus hundreds more rules,	patterns, and diction	aries		

### The power of Varonis data classification

- True incremental scanning for efficient and scalable discovery on massive data sets
- Unified classification policies across all supported data stores
- + Battle-tested in multi-petabyte environments
- 400+ expert-built and tested rules available (and growing) out of the box
- Customizable scanning scopes and sampling

## Microsoft 365 data exposure

Data exposure in M365 is not unique to Umbrella Corp. The average company has 40+ million unique permissions across their multi-cloud data and, according to Microsoft, more than 50% of permissions are high-risk and capable of causing catastrophic damage if misconfigured.



What kind of data lives in M365 and what is Umbrella Corp's exposure?

#### **Key risk indicators:**

 203K

 sensitive records

 20K

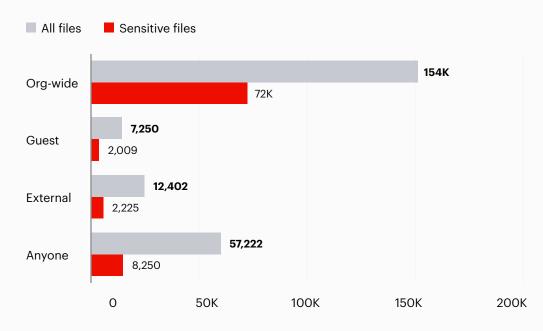
 sensitive records exposed org-wide

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## **Collaboration risk**

### **Exposure levels**

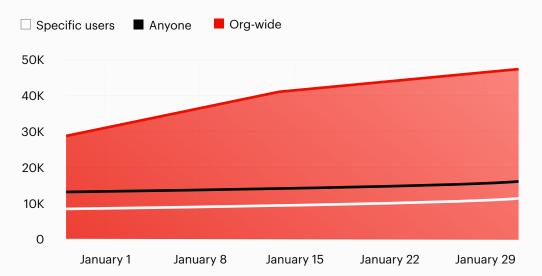
Sharing links are helpful for collaboration, but they can expose that data to everyone in the organization, guest users, or the internet. Umbrella Corp has a significant amount of sensitive data exposure due to links in SharePoint and OneDrive.



### SharePoint Online and OneDrive

### Shared link growth

Umbrella Corp's blast radius is growing rapidly week over week. Below is a graph of link growth by type during the risk assessment period.



## **Data exposed publicly**

## Data exposed publicly via "anyone" links

Below is a small sample of sensitive files that are accessible to anyone on the internet. The Varonis audit trail shows the type of data within the file (PCI, PHI, etc.), who shared the link, when, and whether the file has been accessed via the link.

File type	Name (resource)	<b>Classification category</b>	Total record
x	JV costs for Feb-Apr.xls	*Credentials (6)	28
×	JV costs for Feb-Apr.xls	*Credentials (4)	22
×	Transaction-English-06.xsl	*Credentials (4)	22
P	GL Entry.ppt	*Credentials (4)	22
w	Employee Agreement.docx	*Financial (3)	21
w	Employee Agreement.docx	*Financial (3)	21
w	Employee Agreement.docx	*Financial (3)	21
w	Employee Agreement.docx	*Financial (3)	21

Spreadsheets with credentials and credit card info

2 Employment agreements with PII and banking account info

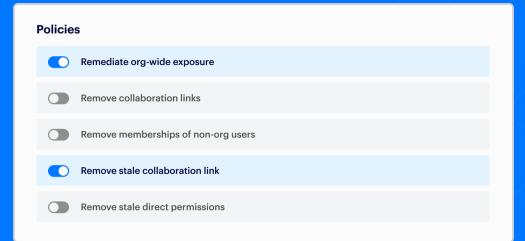
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## How fast can we remediate shared link risk?

A typical Varonis customer can eliminate exposure rapidly with automation. Below are the results from a large financial institution that enabled least privilege automation. Nearly 100% of external and org-wide data exposure was eliminated in under 30 days.



Automation polices keep risk low in the face of data growth and continued collaboration. With policies set to auto-enforce, new risks are remediated as they appear and least privilege is continuously enforced.





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## **Misplaced and mislabeled data**

### Misplaced data: GDPR compliance risk

Varonis discovered EU citizen PII records on a U.S.-hosted M365 tenant. The files were uploaded on July 15 by a service account named "ExportJob" which appears to be connected to an automated Workato task. We recommend migrating this data to Umbrella Corp's EU-based tenant and adjusting the automated task.

Resources	File server: <u>2 values</u>	✓ Classification	
9 Unique resources 9 Protected resources	umbrella-nyc umbrella-dallas	× ×	
Exposure level	Path	Classification results	Total record
Internal	/sites/HR/Documents/Salary	GDPR Poland	42
Internal	JV costs for Feb-Apr.xls	GDPR Poland	42
Internal	Transaction-English-06.xsl	GDPR Spain	24
Internal	GL Entry.txt	GDPR Spain	24
Internal	Employee Agreement.docx	GDPR Ireland	15
Internal	Employee Agreement.docx	GDPR Hungary	15

## Mislabeled files: DLP enforcement gap

Many files are missing MIP labels or have outdated, misapplied labels. As a result, downstream DLP enforcement could fail, resulting in sensitive data leakage or the reverse — users are blocked from sharing non-sensitive data that is mislabeled.

Path	Classification results	Classification labels	Name
C:\Share\Finance	US PII, HIPAA PHI Data	GDPR Regulated Data (0/1)	Finance
C\Share\Finance\Controllers	US PII, HIPAA PHI Data		Controllers
C\Share\Finance\Controllers	US PII, HIPAA PHI Data		Q1 2006
C\Share\Finance\Controllers	US PII, HIPAA PHI Data		Inventory
C\Share\Finance\Controllers	US PII, HIPAA PHI Data		Revenues
C\Share\Finance\Controllers	US PII, HIPAA PHI Data		SEC

We found 27,000+ sensitive files with no label applied.

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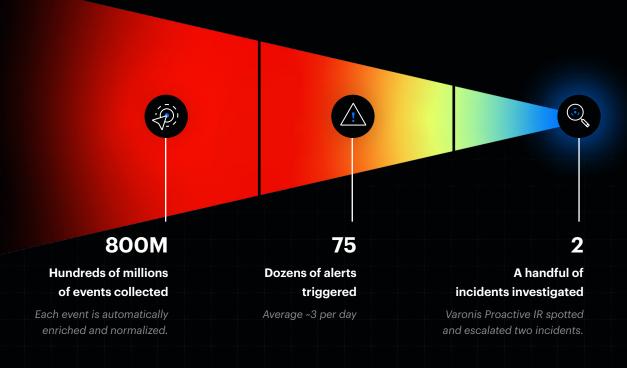
citizen PII

U.S.-based M365 tenants

Files containing EU

## **Threat detection and response**

Varonis real-time monitoring and behavior-based threat detection was enabled across each in-scope system. During the assessment period, our AI models were trained on 800M+ events to learn the unique behavior of users and devices in Umbrella Corp's environment.



### **Data-centric UEBA**

Events are enriched with data, user, and device context. Security analysts can run queries such as: "List all sensitive data access events by privileged accounts from devices connected from Germany."

Account ide	entification			IP to device	e resolution		
Operation by	Account type	Object	Sensitive?	Device IP address	Device name	External IP address	Geolocation
Amy Johnson	Executive	customer.xlsx	Yes	173.17.33.3	aj-03154	54.239.13.2	Canada
		$\checkmark$	1			$\downarrow$	1
		File ser	sitivity			Geol	ocation

## **THREAT ANALYSIS**

### Incident report: compromised service account

#### **Observation:**

The Varonis IR team discovered that a backup service account was compromised and began accessing user data.

Abnormal service behavior: access to atypical folders containing GDPR data

Exfiltration | 01/11/2025 8:19 PM | Status: Open | Alert ID: 123F...

#### What happened

BackupService File opened shared folder C:\Share\Finance\Controllers\Financereports.

A service account accessed folders containing GDPR data it has not accessed previously. Service accounts can be expected to perform the same actions repeatedly; therefore, a behavioral change is suspicious. Attackers may impersonate a service account and exploit its privileges.

#### **Mitigation:**

Varonis IR triaged and remediated the incident within minutes. The UC\BackupService account was immediately disabled, active sessions were killed, and the password was reset. Varonis delivered a full investigation report to the Umbrella Corp team complete with root cause analysis and recommendations.

#### Drilldown:

142 files were accessed by the compromised account. 82 of those files were classified as sensitive by Varonis.

Event time (event)	Event type	Account name	Path (affected resource)
01/02/2025 3:19 PM	File renamed	BackupService	C:\Share\apps\Backoffice
01/11/2025 1:20 PM	File renamed	BackupService	C:\Share\apps\Backoffice
01/11/2025 1:22 PM	File renamed	BackupService	C:\Share\apps\Backoffice
01/14/2025 3:45 PM	File renamed	BackupService	C:\Share\apps\Backoffice
01/22/2025 9:42 AM	File renamed	BackupService	C:\Share\apps\Backoffice

## **CONFIGURATION RISK**

Varonis is continuously scanning system configurations in Umbrella Corp's SaaS and IaaS platforms to determine if any settings are risky or if any configurations have drifted from their desired state.



## 31 misconfigurations discovered

AWS and Salesforce each have 2 critical misconfigurations.



## 5 high severity misconfigurations

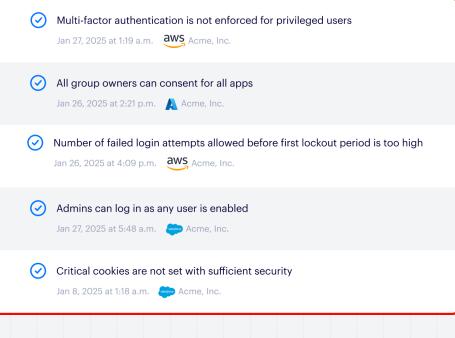
M365 and Salesforce each have 2 critical misconfigurations.



## 4 configurations set to auto-enforce

Varonis can automatically enforce secure settings.

Below is a summary of the **five high severity misconfigurations** discovered during the assessment. Full details and recommendations for each one can be found in the Varonis UI.



Click here to see more sample SaaS and laaS configurations Varonis can monitor.

## **THIRD-PARTY APP RISK**

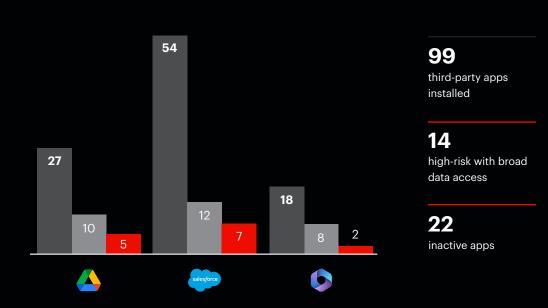
High risk apps

Apps

### We identified 36 third-party apps that are risky, inactive, or unverified.

Unverified

DETAILED FINDINGS



Here is a breakdown of the top four third-party apps, by user count, that are integrated with the SaaS platforms Varonis is monitoring:

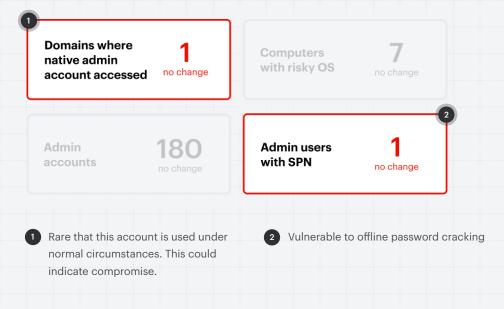
Google	Salesforce	Microsoft 365	
miro	6 sense	S ChatGPT	
🏟 dialpad	HubSpot	👬 slack	
Signeasy	<b>7</b> INCENT	🗳 Trello	
<b>B</b> SUPERMETRICS	Power Bl	😽 Evernote	

Additionally, we discovered 111 inactive users whose app assignments can be revoked directly from the Varonis UI.

## **IDENTITY RISK**

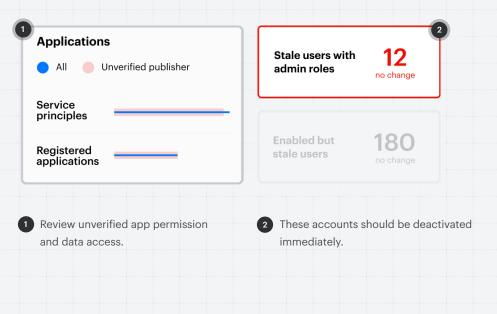
## Active Directory security posture

Varonis scans Umbrella Corp's cloud and on-prem directory services and detects weak configurations that can provide pathways for attackers. These risks are updated in real-time on your Varonis dashboards and will help prioritize AD hardening efforts.



## Entra ID (Azure AD) security posture

Entra ID posture is continuously monitored and scored by Varonis. Risky misconfigurations that put your data at risk are surfaced in your risk dashboards and reports.



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## Active Directory monitoring

Varonis is monitoring events in Umbrella Corp's directory services and correlating those actions to the data-centric events collected from collaboration platforms and data stores.

These changes were performed outside of the change control window.

Event type (event)	Event time (event)	Event description	Account Name
Access request	06/29/2023 5:15 a.m.	abc1234.com\Demo	Allen Carey
Access authentication	06/29/2023 5:15 a.m.	abc1234.com\Demo	
Access request	06/29/2023 5:15 a.m.	abc1234.com\Demo	Admin role
Group member removed	06/29/2023 5:15 a.m.	"DemoUser" was removed	Admin role 25 change events
Group member removed	06/29/2023 5:15 a.m.	"DemoUser" was removed	
Group member added	06/29/2023 5:15 a.m.	"DemoUser" was added	Failed login attempts <b>8K</b>
Group member added	06/29/2023 5:15 a.m.	"DemoUser" was added	
User updated	06/29/2023 5:15 a.m.	"DemoUser" was updated	Login attempts from blacklisted 832 locations

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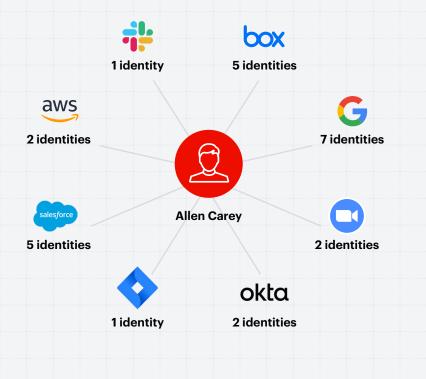
## Offboarding gaps: inactive accounts

Varonis found 3,000+ stale identities across Umbrella Corp.

	Name	Last active	Tags
2	Guy Incognito	Feb 11, 2025 4:31 PM	inactive entity
	Peter Morris	Jan 30, 2025 9:22 AM	inactive entity
	Allen Carey	Jan 22, 2025 11:37 AM	inactive entity no mfa
	Katherine Abner	Jan 18, 2025 1:21 PM	inactive entity
2	Allen Carey	Jan 16, 2025 11:37 AM	inactive entity stale access key

Related identity mapping

Varonis automatically identifies related accounts using a proprietary algorithm. Allen Cary is an admin user in AWS without MFA. He is connected to several identities across Umbrella Corp's environments. Allen has several aliases — a mixture of corporate and personal accounts.



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## **SALESFORCE RISK**

Salesforce houses an organization's most valuable data, but its complex permission structures and lack of visibility into who can access that data puts it at risk of insider threats and cyber threats.

salesforce	Prospect and customer data	Price books	KB articles
Selection	Support cases	Contracts	Chat logs

### Assessment scope

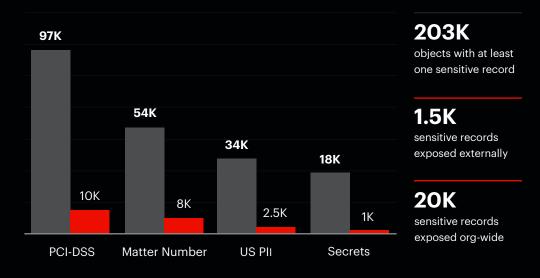
Environments	<ul><li>+ Production</li><li>+ Sandbox</li></ul>	+ De	v
Data	<ul> <li>+ 234,240 records</li> <li>+ 8,241 documents</li> <li>+ 520 fields</li> <li>+ 9,214 sensitive res</li> </ul>	sha + 22 ap	3 external/public ared records monitored third party ps
Identities	<ul> <li>+ 2,012 internal user</li> <li>+ 425 external users</li> <li>+ 124 contractors</li> </ul>		2 guest users super admins
Entitlements	<ul> <li>+ 89 profiles</li> <li>+ 52 privileged prof</li> <li>+ 22 community pro</li> <li>+ 3 guest profiles</li> </ul>	iles + 27	permissions sets permission set groups roles
Top 3 external domains	Gmail.com	Hotmail.com	<b>Proton Mail</b> Protonmail.com

## **SALESFORCE DATA EXPOSURE**

### What kind of data lives in Salesforce and what is their exposure?

Sensitive records

Exposed records



## Umbrella Corp's data exfiltration risk

There are a handful of entitlements, described below, that should be considered highly privileged. If granted to too many users, these entitlements can create a significant data exposure and exfiltration risk.



### 235 entitlements with Export Report enabled

Export Report allows users to export data directly out of Salesforce. If necessary, it should be applied to Permission Sets.



### 124 entitlements with View All Data or Modify All Data enabled

Users with this permission can View and Modify all data inside the org.



#### 52 entitlements with API enabled

Allows users to communicate with all Salesforce APIs, exfiltrate data, or perform other actions.

Varonis provides Umbrella Corp with a real-time view of critical entitlements and the ability to quickly right-size access and enforce least privilege. We also recommend setting up Varonis alerts that trigger when these privileged entitlements change.

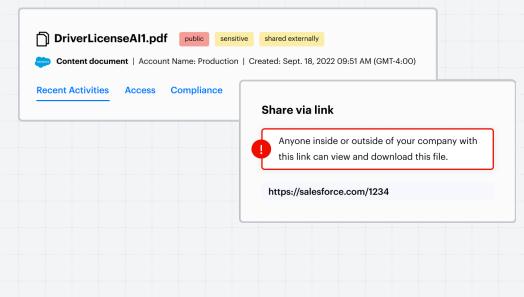
## SENSITIVE DATA SHARED EXTERNALLY

Umbrella Corp's Salesforce instances allow guest user access. There are also several user accounts that act as service accounts for third-party apps. Varonis detected 1,500+ sensitive records that are exposed externally, such as the W2 file attachment below.

W2.png       organization-wide       sensitive       shared externally       stale resource         Content document   Account Name: Production   Created: Sept. 18, 2022 09:51 AM (GMT-4:00)         Activities       Access       Compliance			
Showing 7 resul	Its Permissions	Last Active	Tags
<mark>, Я</mark> Melissa Do	C R U D S	Mar. 3, 2022 10:12 AM	1 (GMT admin internal +2
Ĵ Josh Hamm	C R U D S	Sept. 18, 2022 09:51 /	AM (GMT external +2
<b>Ω</b> Jerome Boy	C R U D S	Sept. 22, 2022 08:30	AM (GMT admin external +4

Users outside the company can access, update, or delete PCI and PII data in your Salesforce instance.

In addition to exposing data to guest users, contractors, and other authenticated third parties, our assessment also surfaced data exposed to the internet via public links.



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## SALESFORCE MISCONFIGURATIONS

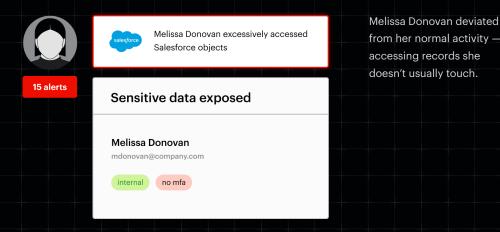
Varonis detected and fixed four misconfigurations or insecure org-wide defaults that could provide an attack path.

	Organization-wide default configurations expose records to internal and external users Jun 15, 2023 at 03:35 a.m. E Acme, Inc.
0	Critical cookies are not set with sufficient security Jan 27, 2023 at 05:48 a.m. E Acme, Inc.
0	Single-sign on is not enabled for the organization Nov 08, 2022 at 01:18 p.m. 🔊 Acme, Inc.
	Clickjack protection is not fully enabled Dec 17, 2023 at 2:21 p.m. Acme, Inc.

Terminated contractors were accessing the sandbox account even though Okta accounts had been deprovisioned.

## Salesforce alerts

15 alerts were triggered and resolved by Varonis IR, including a case where insider Melissa Donovan was accessing an abnormal number of records compared to her behavioral baseline. Our investigation showed that Melissa had installed a browser extension that was accessing Salesforce record URLs rapidly.



SALESFORCE



## Monitoring admin changes

Josh Hammond made several admin changes to production outside of the change control window. Below is the detailed change log.

### **Activities: Privileged**

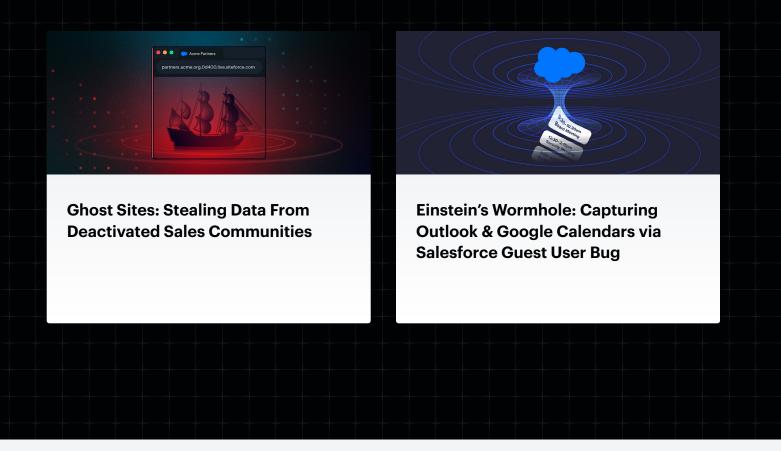
### **小** PermSetEntityPermChanged

C		Activity   Account name: Production
Time	Service	Overview Log Actor Overview
Jan 08, 2023 02:29 a.m.	Production	Ę
Jan 08, 2023 02:29 a.m.	Production	"attributes": { "type": "SetupAuditatrail" "url": "/services/dat/v53.0/subjects
Jan 08, 2023 02:29 a.m.	Production	SetupAudiTrail/0Ym4J0004r00/ },
Jan 08, 2023 02:29 a.m.	Production	"Id": "OYO900i00489AJFLJSD", "Action": "PermSetEntityPermChanged", "CreatedDate": "2023-01-08T19:29:40:000"
Jan 08, 2023 02:29 a.m.	Production	"CreatedByld": "02349JGFJ0029059000aAG" "CreatedBy": {
Jan 08, 2023 02:29 a.m.	Production	"attributes": {



## **SALESFORCE RESEARCH**

Our team hunts for and discloses vulnerabilities and toxic configurations in Salesforce.



## **About Varonis Threat Labs**

Our team of security researchers and data scientists are among the most elite cybersecurity minds in the world. With decades of military, intelligence, and enterprise experience, the Varonis Threat Labs team proactively looks for vulnerabilities in the applications our customers use to find and close gaps before attackers can. All these learnings are programmed into our platform to help you stay ahead of cyberattacks.



Check out the latest research: www.varonis.com/blog/tag/threat-research

## REDUCE YOUR RISK WITHOUT TAKING ANY.

Our free risk assessment takes minutes to set up and delivers immediate value. In less than 24 hours, you'll have a clear, risk-based view of the data that matters most and a clear path to automated remediation.



#### Full access to the Varonis SaaS platform

Get full access to our Data Security Platform for the length of your assessment and get actionable insights for your most critical data.



#### **Dedicated IR analyst**

Being connected to the Varonis SaaS Data Security Platform means that our experts have eyes on your alerts and we'll call you if we see something alarming.



#### **Key findings report**

A detailed summary of your data security risks and an executive presentation to review the findings and recommendations. This report is yours to keep, even if you don't become a customer.

Get your free assessment

Trusted by thousands of customers













Aftac.



U.S.ARMY

Penguin Random House

E**X**TRADE

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Forrester

WAVE LEADER 2025

Data Security Platforms

## Varonis named a Leader in Data Security Platforms.

"Varonis is a top choice for organizations prioritizing deep data visibility, classification capabilities, and automated remediation for data access."

Forrester Wave™: Data Security Platforms, 2025



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