VARONIS CASE STUDY

Kirton McConkie

KIRTON | MᶜCONKIE

"From a security standpoint, visibility is what it's all about. In less than two hours, we had Varonis DatAdvantage and DatAlert configured and running in our production environment, which has a Dell Compellent storage solution. There is tangible value in real-time visibility and alerting over our client data. That data control makes Varonis uniquely positioned in the market, and ultimately played a strong role in our selection."

—David Clark, Director of Information Technology at Kirton McConkie

THE CUSTOMER

Kirton McConkie

LOCATION

Utah, USA

INDUSTRY

Law

PRODUCTS

DatAdvantage for Windows and DatAlert

Kirton McConkie, a full-service law firm with offices in Salt Lake City and Utah County, successfully represents corporate, intellectual property, real estate, international, immigration, employment, litigation, bankruptcy and workouts, tax, estate planning and family law clients. As the largest law firm in Utah, Kirton's industry knowledge is strong, particularly in construction, public and charter schools, franchising, non-profits, telecommunications, healthcare, information technology and communications, insurance, and direct sales and MLMs.

BUSINESS REQUIREMENTS

MONITORING AND ALERTING

With malware and ransomware on the rise, Kirton wanted a solution that could monitor insider behavior to detect unusual user behavior activity, such as employees accessing data they shouldn't.

REDUCE RISK

The firm needed a solution in place that could protect its growing set of unstructured corporate and customer data.

ENSURE DATA SECURITY

With a growing number of clients, Kirton must be prepared to prove that their data is secure.

THE VARONIS SOLUTIONS / RESULTS

Kirton set out to find a solution that could gain them visibility and control over its clients' and attorneys' data.

The research led to the evaluation and implementation of Varonis DatAdvantage for Windows and DatAlert at a time when new forms of malware, ransomware and other intrusive techniques threaten to disrupt operations and expose sensitive data at organizations of all types and sizes.

David Clark, Director of Information Technology at Kirton McConkie, said, "From a security standpoint, visibility is what it's all about. In less than two hours, we had Varonis DatAdvantage and DatAlert configured and running in our production environment, which has a Dell Compellent storage solution. There is tangible value in real-time visibility and alerting over our client data. That data control makes Varonis uniquely positioned in the market, and ultimately played a strong role in our selection." Kirton McConkie has the highest rating for professional and ethical standards by Martindale-Hubbell and is listed in the prestigious Bar Register of pre-eminent law firms in the U.S.

Varonis DatAdvantage and DatAlert provide reporting and alerts based on data and file system usage, detecting and stopping external intrusions, malicious insiders, or employee accounts that have been compromised. Varonis solutions monitor file activity and user behavior, prevent data breaches from the inside out, and make permissions management and auditing a breeze. Varonis performs user behavior analytics (UBA), using machine learning to find patterns and anomalous behavior to stop breaches before they happen.

Kirton McConkie engaged with VLCM, a regional security-focused solution provider with more than 30 years of experience providing IT solutions. The Varonis solution helped Kirton McConkie gain visibility into its data and assures that its data is only accessed by those who need to access it.

BUSINESS BENEFITS

Clark continued, *"I don't look for vendors per se. I look for business partners, and I feel like Varonis has become a business partner because of the technology and the support. Visibility and data leak protection are how Varonis gives us not only greater security, but precious time savings. We've set up various alerts and are confident the firm's data is well secured. It makes the worry of CryptoLocker, or any malicious malware attack, a distant memory. If anything is compromised in the future, we should know within a couple of minutes and be able to take the appropriate steps. This gives us time to deal with the issue on a small scale versus enterprise interruption with lawyers who bill in seven-minute increments. Literally, time is money in our world."*

In a field where trust and reputation play a key role in both retaining and attracting new business, Varonis helps Kirton McConkie give its clients peace of mind that their data is secure.

David Gibson, Varonis Vice President of Strategy and Market Development, said, *"Varonis helps firms like Kirton McConkie secure their data from malicious or compromised insiders, employee and administrative mistakes, and external attacks. Instead of responding to breaches long after they've occurred, Varonis customers are getting ahead of threats and mitigating potential damage proactively."*

VARONIS RISK ASSESSMENTS QUICKLY SHOW YOU WHERE YOUR MOST VULNERABLE DATA IS STORED, WHO IS ACCESSING IT, AND WHAT NEEDS TO BE DONE TO SECURE IT. FIND OUT MORE HERE.

ABOUT VARONIS

Varonis is a leading provider of software solutions that protect data from insider threats and cyberattacks. Varonis empowers enterprises to stop ransomware in its tracks, discover where sensitive data is overexposed, prioritize vulnerable and stale data, and lock it down without interrupting business. Varonis builds context around the content of data and activity; automates threat detection with predictive threat models built on advanced analytics, user behavior, and machine learning; and monitors critical assets for suspicious activity, including unusual access to sensitive data, abnormal user behavior and file activity to protect against potential exploitation.

All Varonis products are free to try for 30 days. Our systems engineering team will get you up and running in no time.

FAST AND HASSLE FREE

Our dedicated engineer will do all the heavy-lifting for you: setup, configuration, and analysis - with concrete steps to improve your data security.

FIX REAL SECURITY ISSUES

We'll help you fix real production security issues and build a risk report based on your data.

NON-INTRUSIVE

We won't slow you or your system down. We can monitor millions of events per day without impacting performance.

START YOUR FREE TRIAL