



How Varonis Helps a Systems Integrator Protect Data and Win Client Trust

CASE STUDY



“We stopped a brute-force attack against one of our public servers in its tracks. I opened a response ticket [with Varonis] and almost immediately had someone hop in a remote session with me to verify that all was well. That peace of mind is huge.”



ABOUT THIS CASE STUDY:

Our client is a mid-sized systems integrator. We have happily accommodated their request to anonymize all names & places.

HIGHLIGHTS

CHALLENGES

- Proving robust data security measures to potential customers
- Protecting internal data including proprietary price points and company credit cards
- Enforcing least privilege and monitoring all data with a one-person security team

SOLUTION

The most robust data security platform:

- **DatAdvantage** maps permissions across all on-prem, email and cloud data stores
- **Data Classification Engine** locates and classifies sensitive data (PCI, PHI, PII, etc.)
- **DatAlert Suite** monitors and alerts on all data and systems

RESULTS

- Huge time savings when it comes to audits and proving security measures are in place
- Proof-positive examples of cybersecurity to bolster customer trust
- Product support and customer service that keeps their small security team agile

Challenges

WINNING NEW CLIENTS THROUGH ROBUST CYBERSECURITY

For one Varonis client—a systems integrator (anonymous by request)—being able to safeguard sensitive data is non-negotiable. As a third-party technical partner, their ability to win new customers depends heavily on ensuring that they're able to detect, investigate, and mitigate potential security threats.

As the company's security engineer explains, that was one of the biggest drivers behind why they chose Varonis:

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“Before we could do business with [a new customer], we needed to answer questions about data security, such as ‘Do you know where your data is? Is your PCI, PHI, and PII data stored in secure locations? Is it audited?’ We honestly couldn't say ‘yes’ to those questions without Varonis.”

The company also has a lot of internal data that needs protection, including proprietary price points and company credit cards, and they need to comply with HIPAA and other data privacy regulations.

To complicate matters, this security engineer is a team of one. They're responsible for ensuring that the company maintains least privilege and can defend itself against insider and outsider threats. Without Varonis' user-friendly solution and constant support, their already heavy workload would be even more packed.

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“We didn't have anybody in-house who knew exactly what people needed to access or whether they were using certain data or not. Varonis gives us that crucial understanding.”

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Solution

GIVING PERMISSION CONTROL BACK TO DEPARTMENT HEADS

Over the years, this company has upgraded and expanded its use of Varonis. According to the security engineer, with each new solution, they're impressed by how easy and intuitive it is on their end—and how reliable Varonis remains, year after year.



“We’ve worked with the same Varonis team for the past two or three years. We know them by name—and they deliver pro customer service. We can sit back while they do each upgrade for us. Varonis keeps progressing and innovating rapidly, which gives us confidence that they’re continuously investing in their products.”

The first Varonis solution they rolled out was DatAdvantage for Windows. DatAdvantage maps who can and who does access data across file and email systems. It can also automate changes to security groups and access control lists when it detects that users have too much access.

Soon after, they added DatAdvantage for Directory Services. And a year after that, they added DatAdvantage for OneDrive and SharePoint Online to support their cloud-based Office 365 environments.

As the company moves more data into Office 365, ensuring that permissions are locked down and enforcing least privilege on-prem and in the cloud is vital.

The systems integrator also adopted **Data Classification Engine**, which pinpoints sensitive data in their environments. From credit card details to proprietary company information to PII—it alerts the security engineer of everything that’s potentially sensitive and might need to be locked down.

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“Varonis is our safety net; it tells us we’re doing everything we can to stay secure. Plus, the built-in automations make my job easier.”

Last but not least, DatAlert provides must-have continuous monitoring and alerting on all of the company’s systems. DatAlert warns the security engineer whenever potential threats crop up, and it provides crucial visibility into the nature of those threats.

In fact, just a few weeks before they were interviewed, DatAlert and the Varonis support team helped the company detect a major attack against one of their servers and ensure that everything was still secure.

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Results

CLIENT AND CUSTOMER PEACE OF MIND

According to the security engineer, Varonis saves them innumerable hours each and every week. Tasks that used to consume their days now take practically no time at all.



“I don’t need to think about audits—Varonis does them for me. That makes my life easier and frees me up to focus on other things. For professionals in the tech sector, it’s a no-brainer.”

The biggest change has been Varonis’ impact on customer trust. The systems integrator used to jump through hoops to answer customer questionnaires assessing their ability to protect data and manage permissions effectively.

Now, Varonis solves all of those needs.



“‘Where is your data? Who has access to it? How do the permissions work?’ We see these questions all the time from potential customers—especially our biggest ones. Varonis checks all of those boxes and it’s saved us so much time.”

And even though the security engineer is essentially a one-person army, with Varonis at their back it often feels like they have an entire team helping them tackle new challenges.



“Knowing that I have a third-party team that I can reach out to if something gets out of control or I need another pair of hands is a tremendous fallback—and it gives me enormous peace of mind.”



“I don’t need to think about audits—Varonis does them for me. That makes my life easier and frees me up to focus on other things. For professionals in the tech sector, it’s a no brainer.”



**Get peace of mind—for you
and your customers.**

Varonis gives you 360-degree visibility, so you see everything impacting your data security.

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