



# How Robust Data Security Enables a Leading Research Technology Organization to Secure More High-Profile Contracts

## CASE STUDY



“Varonis gives us confidence. Being able to show our clients that we can securely manage their data and monitor who has access gives them confidence too.”



### ABOUT THIS CASE STUDY:

Our client is a world-renowned research and technology organization. We have happily accommodated their request to anonymize all names and places.

## HIGHLIGHTS

### CHALLENGES

- Detecting data breaches and efficiently managing permissions
- Reducing risk that sensitive data will be shared or exposed
- Remaining compliant with data privacy regulations (GDPR)

### SOLUTION

The most robust data security platform:

- **DatAdvantage** enhances network visibility and shows who has access to what
- **DataPrivilege** streamlines governance by giving managers control over file access
- **DatAlert Suite** monitors and alerts on all file shares and critical systems
- **Data Classification Engine** scans and classifies PII and other sensitive data
- **Data Classification Policy Pack** automatically identifies and classifies GDPR data
- **DatAnswers** is an elevated search function for sensitive data

### RESULTS

- Long-term risk mitigation means reputational savings and more customer confidence
- More clients in industries that require top-notch cybersecurity
- Data security that keeps the RTO compliant with current data privacy regulations (GDPR)

## Challenges

### REMAINING COMPLIANT & PROTECTING SENSITIVE DATA

Data breaches remain one of the greatest threats to businesses today. According to IBM's cost of data breach study, breaches cost organizations an average of \$3.86 million in 2018, with the worst "mega breaches" costing enterprises anywhere from \$40 million to \$350 million.

But it's not just cyberattacks that companies need to worry about; non-compliance with data privacy regulations, such as GDPR and CCPA, could result in immense fines.

These issues were front of mind for the IT Manager of a leading research and technology organization (RTO), who wished to remain anonymous.

That's why their organization chose to partner with Varonis:



"We had an outsource service desk and mistakes were being made in permissioning. Basically, too many people were being granted too much access to too many things."

Finding ways to reduce risk and remain compliant is pivotal for RTOs and other companies that deal with a lot of sensitive and proprietary information on a daily basis. Handling these tasks manually is time-consuming and resource-draining.

In fact, this RTO used to have an entire department dedicated to granting and revoking permissions to open projects.



“We had to manually correct permissions on a monthly basis. Varonis allowed us to identify problems a lot faster and solve them with the click of a button.”

The need for a good data visibility and management solution becomes even greater during times of growth—and this organization went from 30 employees to over 750 in just a few years. They now have around 600 projects ongoing at any given time.

Manually keeping tabs on who is accessing what data at that scale is impossible.



“At first, the actual impact of manually granting permissions was fairly small, because we were a relatively new company. But the potential impact was massive. We couldn’t let that problem continue. Varonis helped us get on top of it quickly.”



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# Solutions

## THE MOST ROBUST DATA SECURITY PLATFORM

The RTO develops manufacturing solutions for companies around the world in a variety of industries, including energy, medical technology, and automotive. Their diverse projects span a wide range of sensitivity.

Varonis has continued to adapt to their unique needs and scale with them. To this day, it's the cybersecurity solution this RTO trusts to ensure compliance and data protection.

The solutions that give them this confidence include:

- **DatAdvantage**, which gives visibility into their data network including who has access to sensitive folders.



“DatAdvantage allows us to easily monitor and manage who has access to what data.”

- **DataPrivilege**, which enables project managers to review and manage access controls without IT assistance.



“The flow down of permissions is a game changer—we no longer need a department dedicated to permissions. Now, project managers who better understand their security requirements can assign people in and out as they see fit.”

- **DatAlert**, which affords the IT team granular insights into potential data breaches and cyberthreats.



“DatAlert alerts us to suspicious activity and gives us information we can track and manage such as firewall and VPN information.”

Varonis also plays a substantial role in this RTO’s journey towards GDPR compliance. A variety of products make data privacy and security much easier to manage:

- ④ **Data Classification Engine**, to automatically identify and locate sensitive data in their network.



“Data Classification Engine makes our lives a lot easier. It gives us good visibility on where our personal data is being held and it has already helped us identify areas that needed cleaning.”

- ④ **Data Classification Policy Pack** adds to Varonis’s classification abilities and automatically seeks out files that contain information protected under regulations such as GDPR and CCPA.



“From a compliance perspective, Varonis has already saved us a lot of time and effort.”

- ④ **DatAnswers** to search for files containing PII and other protected data and view who has access. This makes it easy to comply with client requests to adjust, quarantine, or delete sensitive files.



“We’ve integrated DatAnswers with DatAdvantage so we can easily monitor and manage sensitive data in our network.”

And, if the IT Manager or their team ever requires it, Varonis’s support team is always happy to help them solve issues.



“We had one incident with ransomware. The Varonis team was online and helping us identify and solve the issue almost immediately. I was very impressed with the support.”



“From a compliance perspective, Varonis has already saved us a lot of time and effort.”

## Results

### SECURING MORE HIGH-PROFILE PROJECTS

As data breaches become increasingly common and the cost of lost data continues to climb, the IT Manager of this RTO is glad that their organization was an early adopter of Varonis.



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“In terms of hours saved, we probably made our money back on the original purchase in six to nine months. More important than cost- and time-savings, however, is how we’ve been able to mitigate risk for our customers.”

Varonis continues to update their software, leading the pack in terms of cutting-edge data governance, compliance, and threat detection and prevention solutions.

This gives the RTO—and its customers—tremendous peace of mind.

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“Varonis gives us confidence. Being able to show our clients that we can securely manage their data and monitor who has access gives them confidence too.

Sometimes we just mention that we use Varonis and that’s all they need to hear—they don’t have any concerns about data management after that.”

Compliance-wise, Varonis helped the RTO prepare for GDPR, and it continues to help them monitor their network and enforce best-practice data security measures.

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“Varonis helped us understand where sensitive data lives and who has access. Varonis’s technical team helped us prepare for GDPR so we were ready when they were implemented.”

The RTO is now able to prove compliance and demonstrate their ability to find and protect sensitive data. As a result, it has been able to secure more high-profile projects in industries it otherwise might not have had access to.

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“We’re able to bring in large clients because of the IT infrastructure and cyber protection measures we have in place. We currently have three projects on the go that we wouldn’t have been able to land without Varonis.”

Looking to the future, the IT Manager is encouraged by the way Varonis keeps innovating. When comparing company cultures, they see a kindred spirit and a stalwart partner.

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“When I heard the Varonis CEO speak at an event back in May, it struck me that they have the same passion that I see within our business: it’s not all about making money, it’s about improving their field in the broadest possible sense.

It was good to see that passion in their senior team, and it reinforced that our company cultures are a good match.”

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# Don't leave data protection until it's too late.

Varonis helps you detect and eliminate insider threats and cyberattacks before they threaten your business.

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