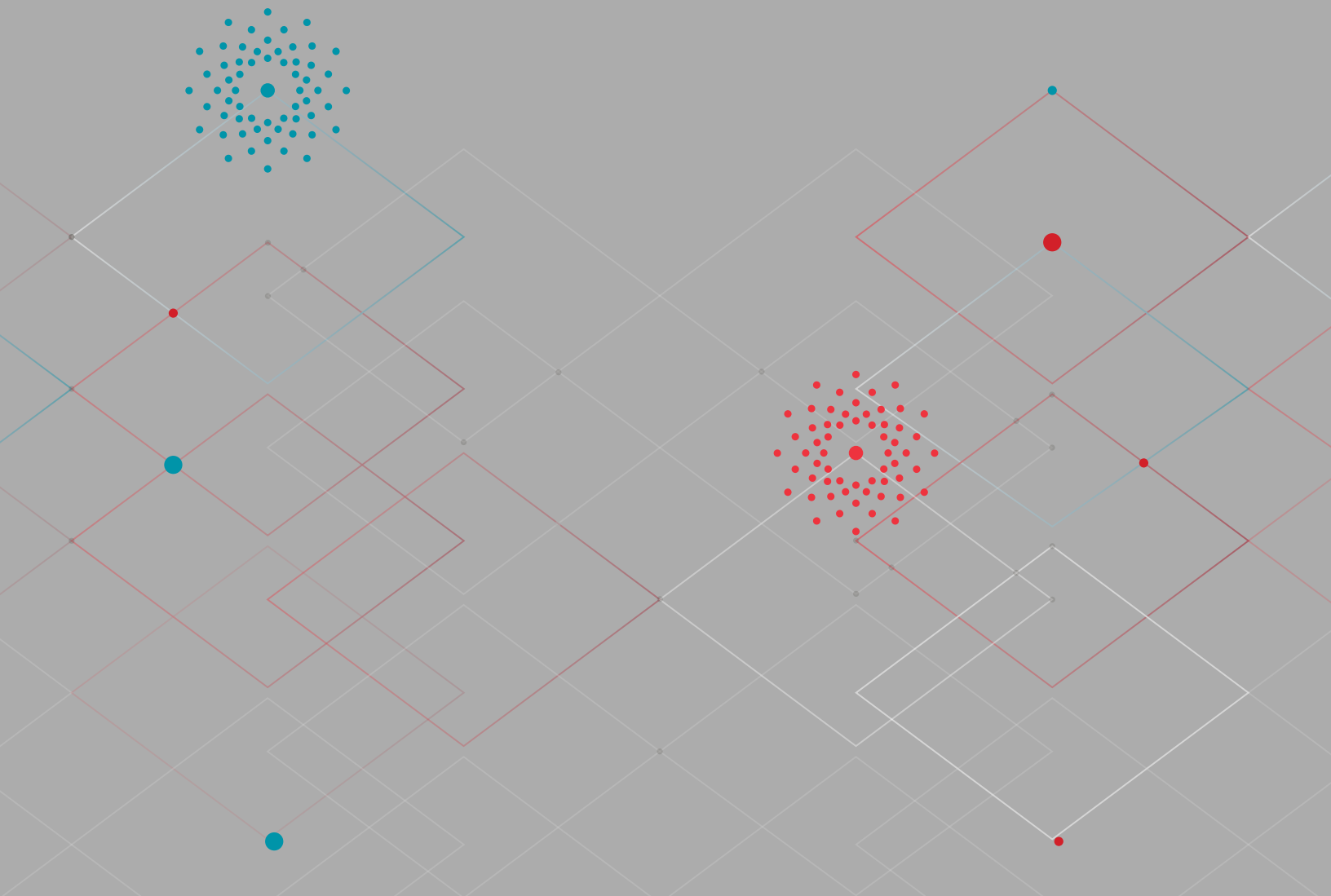




VARONIS CASE STUDY: TrialCard





trialcard[®]

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-- Stuart Browy | Security Engineer at TrialCard

THE CUSTOMER

Location: Morrisville, North Carolina

Products: [DatAdvantage](#) for Windows, [Data Classification Framework](#), and [DatAlert](#)

Industry: Pharmaceuticals

TrialCard offers customized Patient Access solutions exclusively for the pharmaceutical industry in support of Product Marketing, Patient Assistance Programs, and Phase IV clinical trials. TrialCard innovates by focusing on client brands and analyzing new trends in prescription optimization for both insured and uninsured patients.

THE VARONIS SOLUTIONS

TrialCard set out to find a solution that could improve security control over its data, enhance file integrity and exceed maintenance of regulatory compliance.

As a pharmaceutical services provider, it's important for the company to adhere to data protection policies, remaining both secure and compliant. Already meeting its required regulatory compliance, TrialCard wanted to go above and beyond for its customers and needed a solution to pinpoint where sensitive data is held, who owns it, who has access to it, who is using it, and who may be abusing their access. After evaluating several solutions, TrialCard found and implemented Varonis [DatAdvantage](#) for Windows, [Data Classification Framework](#) and [DatAlert](#) as the cornerstone of their data security platform.

Stuart Browy, Security Engineer at TrialCard, said, *“The proof of concept only took two days to set up, and the depth of analysis it was able to provide immediately on stale users, accounts and data classification, solidified our decision. I’ve dealt with file integrity in previous positions, so I was familiar with the major players and their capabilities. What caught my eye about Varonis was the ability to have a granular look at data ownership, access and use and apply intelligence to spot anomalous behavior. The other products just didn’t have that level of visibility.”*

DATA CLASSIFICATION AND PROTECTION

Varonis Data Classification Framework helps to quickly discover sensitive content, show where it is exposed and lock it down. As a company that prides itself on listening to the needs of clients and developing solutions to address market challenges, TrialCard wanted a security solution with those same attributes. Therefore, they chose Varonis to run on every one of their servers.

According to Browy, *“On any given day in our environment, we’ll have between three to four million files touched across the entire company. One thing Varonis DatAlert does very well is watch what individual users do over a given period of time, and if that user goes outside of the norm, it alerts us. It saves a lot of analytical work that I would otherwise have to do.”*

RANSOMWARE DEFENSE AND STALE USER DISCOVERY

“Luckily we haven’t been targeted with a ransomware attack, but I’m very confident that if we were hit, Varonis DatAlert would catch it. We know this because we’ve run tests on the environment to determine its flexibility and ability to detect threats. Since we’ve run Varonis on every machine in our network, we’ve realized just how much stale data we were storing. Leaving that stale data in active files wastes time, money and could even make us vulnerable to threats.”

Varonis identifies stale data that is no longer accessed by real users – saving disk space, lowering costs and simplifying management to improve security across the environment. Varonis also uses machine learning and bi-directional cluster analysis to pinpoint users that have access to files they don’t need to do their jobs, further strengthening the security of an environment from cyberattacks and insider threats.

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](#)