Flexibility in identification of highly sensitive data and ability to quickly remediate leads global retailer to choose Spirion for their data security needs

Case Study

Spirion and Protiviti, a global consulting firm that's served more that 60 percent of Fortune 1000 companies have partnered to deliver clients best in class data protection solutions and services for over three years. Protiviti excels at providing consulting solutions for governance, risk and internal audit and during a project they identified data discovery and classification was a key need with one of their large retail clients.

The retailer conceded that sensitive data was scattered about their environment and validated this assumption through an internal project using homegrown technology. They were confident their efforts identified the problematic file shares and having located the data, planned to add additional security protocol to protect these areas. Protiviti who was consulting with them around their overall governance strategy expressed concern as they believed there were vulnerabilities that went unaccounted for in their initial pass to identify their sensitive data.

The Protiviti team onsite contacted the Spirion subject matter expert with the situation and he worked with Spirion to quickly scope out a basic data discovery scan on the same locations as the client already scanned. To the shock of the project lead at the client and the Protiviti team on the ground, the Spirion scan produced a litany of sensitive data in the first two days. It was so much data that the client paused the scan to confirm these were not false positives coming back. Upon realizing the data in the results was both highly accurate and sensitive, they continued the project to present results to the CISO for a budgetary request to remediate their environment's sensitive data using Spirion's Sensitive Data Manager.

The Challenge: Manual scans and loss of worker productivity

Over the course of years, the client built out a tool set to help them evaluate and identify data within their network. Through these efforts

> "Spirion's product is a great tool upfront to perform a discovery, and the ongoing and continuous protections really drive home the value of the product. You need an entire process in place, a strategy built around how you're going to protect the data going forward, including anything new that's created."
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> **Jonathan Trillos,** Senior Manager, Protiviti Security & Privacy Solutions

they saw a high number of 'hits' come back on about 400 terabytes of data located in fileshares. Given that the client knew where the data was, they attempted to manually remediate to help limit risk tied to the data. If anyone's ever tried to go through three years of email to delete sensitive material, they would know what a monumental task it would be for one person or even a team to manually remediate 400 terabytes!

Regardless of the magnitude of the challenge, the client attempted this project and to no ones' surprise, they chose instead to budget for additional security to protect this set of data. This strategy didn't account for the fact that this sensitive data was fluid and was moved throughout 1000's of employees all around the globe. It was at this stage they notified the Protiviti team of the project and is when Spirion was engaged.

Project detail and results

Following the initial scan that provided the results needed to validate budget, the client moved forward quickly with the purchase of Spirion for a multi-year investment. Working closely with Spirion professional services the client outlined that in Phase one, they were primarily looking to scan the 400 terabytes of data in the aforementioned file shares. However, after realizing the full functionality that Spirion's Sensitive Data Manager provided, the client included discovery and classification at the endpoint of their workforce as well. As part of Phase two, the client chose to begin deploying Spirion to find sensitive data in their databases, where traditionally they felt there was little to no

risk and mapped out their strategy to find unstructured data in pockets of their cloud-based infrastructure.

Besides Spirion's proven ability to identify sensitive data, the client was impressed with the flexibility of the solution's discovery capabilities. With the scan results they were happy to see how easy it was to feed those results into automated workflows mapped directly to classification policy defined at the corporate level.

Summary

One of the immediate outcomes of their project with Protiviti was that their use of Spirion as a one-time scan would not be enough. The amount of sensitive data copied, modified, emailed, saved and created every day among their global workforce was enough to warrant an ongoing investment. The primary objective in the first phase of the project soon dovetailed into looking at larger swaths of both unstructured and structured data, at the endpoint, on premise and in their Cloud applications. Working together with Protiviti and Spirion the client has outlined a multi-layered approach to catch sensitive data and then course correct according to the rules that were defined during the project. The ongoing and continuous protections afforded by their Spirion investment really drove home the value for the client.

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Talk to a Spirion data security and compliance expert today: expert@spirion.com

Spirion is the leader in data discovery, persistent classification, and protection of sensitive data on-premise and in the cloud. Since 2006, thousands of organizations worldwide have reduced their sensitive data footprint and proactively minimized the risks, costs and reputational damage of successful cyberattacks. Spirion provides greater command and control of sensitive data to leading firms across all industries from financial services to healthcare to public sector. Visit us at **spirion.com**