



CASE STUDY

Weathering the perfect storm: How moving to a cloud-first platform addressed one health plan provider's data security challenges



In March of 2020, a US health plan provider experienced the “perfect storm” of challenges in their digital security transformation efforts:

- » The **primary resource** responsible for implementing the newly purchased Netskope platform **left** the organization
- » Their **incumbent technology vendor** was not meeting business-critical technology requirements
- » They had a fast-approaching May **deadline looming** to roll out Netskope to their entire user community
- » The **workforce was catapulted into the cloud** because of global shelter-in-place orders

Cloudrise was brought to the table to help enable the customer to weather this and future storms. Over the next three months, Cloudrise implemented Netskope, deployed endpoint agents to 4,500+ users, performed integrations to key APIs, and automated manual processes.

We knew Cloudrise would ensure the Netskope platform was not only installed and working, but also working WELL. We could tell Cloudrise would be with us the entire time.

- Cybersecurity Manager

Incumbent Technologies

Prior to purchasing the Netskope Platform, our customer was managing three siloed technologies that were not meeting their business needs:

- ✓ Broadcom/Symantec Bluecoat - This technology had been in place for over 10 years and the IT team was resistant to change. Additionally, it did not provide visibility into all cloud applications.
- ✓ Broadcom/Symantec Data Loss Prevention (DLP) – Also a legacy technology focused on prem, was not providing visibility into data security in the cloud.
- ✓ The McAfee MVISION Cloud Access Security Broker (CASB) solution was originally deployed to check the proverbial “compliance checkbox” and was not configured to proactively protect their most sensitive data.



Our customer's goal for engaging Netskope and Cloudrise was to consolidate technology vendors, reduce costs, and optimize efficiencies



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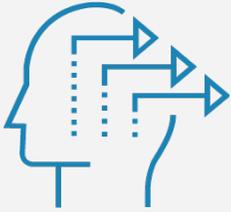
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How Cloudrise helped...

In three short months we helped secure our customer's remote workforce, while navigating a global pandemic. Delivering [Assessment](#) and [Technology Enablement](#) services, Cloudrise met the deadline to replace incumbent technologies. Utilizing [Security Process Automation](#) services, Cloudrise built automations to increase efficiencies and reduce costs...resulting in a savings of ~ 394 human days of manual work.



We delivered on our customer's goals to...

- » Consolidate vendors, reduce costs, and optimize efficiencies
- » Operationalize the Netskope deployment and hand them the keys, while setting the stage for ongoing management of the Netskope Platform
- » Enable focus on what their users are doing, where the data is flowing, and ultimately protect their business

We continue to work with our customer to identify areas for automation, readying them for ongoing management and optimization of their data protection program and technologies.

As new data protection challenges evolve, [Cloudrise](#) can help organizations weather the storm.

Our customer's journey – now and into the future...

ASSESSMENTS

TECHNOLOGY ENABLEMENT

SECURITY PROCESS AUTOMATION

MANAGED DATA PROTECTION

- Performed current state assessment
- Identified requirements
- Proposed recommendations
- Implemented use cases
- Defined policies

- Implemented Netskope solution
- Deployed Netskope clients to entire organization
- Identified requirements for automation

Future: Manage and operate our customer's data security programs utilizing Cloudrise [Platform Management](#) & [Managed Security Process Automation](#) services

- Developed initial playbooks and automated manual processes, to include application health checks
- *Ongoing: Continue playbook and automation development in preparation for Managed Data Protection*



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