



Customer Success Story High Profile Federal Department

QUICK FACTS

LOCATION

Washington, DC

INDUSTRY

Government

EMPLOYEES

4,000

CIPHERCLOUD® PRODUCT

CipherCloud for Salesforce

CHALLENGES AND OPPORTUNITIES

- Moving from legacy CRM application to Salesforce Force.com platform
- Data includes potentially sensitive personal information
- Security team would not allow to be stored in the cloud without additional protection

OBJECTIVES

- Implementing SFDC to maintain Presidential events, guests, embassy visits in customized Force.com app built by Acumen Solutions
- Strong encryption for PII data including contact info and SSNs, while preserving search capabilities

WHY CIPHERCLOUD

- Deep integration with entire Salesforce platform
- Robust encryption and key management
- Ability to assure no unauthorized access to sensitive data

IMPLEMENTATION HIGHLIGHTS

- AES 256-bit encryption of sensitive personal information
- Exclusive management of keys internally
- Rapidly deployed to 400 users

BENEFITS

- Enables moving off expensive legacy system to flexibly cloud platform
- Eliminated risk of unauthorized access to sensitive personal information
- Met strict security requirements while leveraging up-to-date cloud applications

