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

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

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