Customer Success Story
Investment Management Firm

QUICK FACTS

HEADQUARTERS
Boston, MA

INDUSTRY
Investment Management

PRODUCTS
Investment management, mutual funds

ASSETS UNDER MANAGEMENT
$700+ Billion

CLIENTS
2,000+ institutional clients in 50+ countries

CIPHERCLOUD® PRODUCT
CipherCloud for Salesforce

CHALLENGES AND OPPORTUNITIES

• Moving customer-facing applications to the Salesforce platform
• Managing security and compliance across global office locations
• Reduce infrastructure and complexity of developing custom applications

OBJECTIVES

• Securing sensitive information from multiple countries stored in Salesforce
• Granular control to encrypt or tokenize data on a field-by-field basis
• Deploying a robust, scalable and proven cloud security solution

WHY CIPHERCLOUD

• Market and technology leadership
• Unique multi-org support
• Content, function-preserving encryption
• Advanced searching, sorting, reporting and list views
• Integrated support for Chatter and mobile apps

IMPLEMENTATION HIGHLIGHTS

• AES 256 encryption for 600+ users on Sales Cloud, Force.com, Any App
• Successful collaboration led by integration partner – Accenture
• Integration SSO and MS Exchange

BENEFITS

• Enabled dramatic benefits of moving key systems to the cloud
• Meeting privacy and compliance requirement in multiple countries
• Consistent security across multiple cloud applications