



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

