

Customer Success Story

Leading Financial Services Company

QUICK FACTS

HEADQUARTERS

New York City

INDUSTRY

Financial Services

PRODUCTS

Investment banking,
brokerage, commodities

EMPLOYEES

60,000+

ASSETS

\$800B+

CIPHERCLOUD® PRODUCT

CipherCloud for Force.com

CHALLENGES AND OPPORTUNITIES

- Migrating traditional on-premise application development to cloud
- Portfolio of over 4,000 applications on custom platforms

OBJECTIVES

- Migrating at least 300 applications over first 5 years
- Deploy robust security solution for wide range of cloud applications
- Ability to encrypt or tokenize sensitive data on-the-fly
- Assure compliance for custom cloud-based applications

WHY CIPHERCLOUD

- Robust security platform validated by major banks and third-parties
- Deep integration with Force.com platform
- Single platform supporting multiple clouds with range of security options
- Market leadership and financial viability

IMPLEMENTATION HIGHLIGHTS

- Proof of concept, extensive testing, code review, third-party validation led to Master Software License Agreement
- Received approvals for use from multiple groups: Enterprise Arch., Information Security, Cryptography Services, and Network Operation

BENEFITS

- Enables securely moving hundreds of applications to the cloud, dramatically reducing development costs
- Expected TCO for moving first 300 apps is \$129M

