



Customer Success Story Major Government Postal System

QUICK FACTS

INDUSTRY

Government Agency

EMPLOYEES

600,000+

CIPHERCLOUD® PRODUCT

CipherCloud for Salesforce

CHALLENGES AND OPPORTUNITIES

- Improving customer access to products and services
- Moving from legacy CRM system
- Leveraging Salesforce platform to improve integration and collaboration
- Consolidating multiple applications onto a single cloud platform

OBJECTIVES

- Protecting personal information to meet federal requirements
- Required strong encryption for PII data without sharing keys with outsiders
- Maintaining functionality across Salesforce platform

WHY CIPHERCLOUD

- Seamless integration with Salesforce platform preserving functionality
- Ability to encrypt structure and unstructured data
- Extensive experience working with lead integrator - Accenture

IMPLEMENTATION HIGHLIGHTS

- Project managed and delivered by Accenture with CipherCloud support
- AES 256-bit encryption dozens of customer information fields, with exclusive internal key management
- Extensive integration with backend and 3rd party applications
- Licensed for over 1,000 users

BENEFITS

- Enables moving off archaic legacy system to flexible, powerful cloud platform
- Assures no unauthorized access to sensitive personal information

