



# Customer Success Story Major Hospital Chain

## QUICK FACTS

One of the world's largest private operators of healthcare facilities

## EMPLOYEES

200,000

## INDUSTRY

Healthcare

Over 162 hospitals, 113 surgery centers in 20 US states and London

## CIPHERCLOUD® PRODUCT

CipherCloud for Salesforce

## CHALLENGES AND OPPORTUNITIES

- Developing portal for connecting hospitals to service providers
- Assuring privacy, HIPAA, and HITECH compliance for patient records
- Reducing high-costs and obsolescence of building custom in-house systems

## OBJECTIVES

- Encrypting sensitive healthcare data
- Delivering cloud-based email without storing unencrypted data in the cloud
- Providing simple partner interface while assuring visibility

## WHY CIPHERCLOUD

- Cloud Encryption Gateway tailored to Salesforce
- Single gateway supporting multiple Salesforce organizations
- Transparency and ease-of-use
- Ability to add additional cloud services moving forward

## IMPLEMENTATION HIGHLIGHTS

- AES 256 encryption of sensitive data
- Secure email integration via Easylink
- High availability, load balanced, architecture

## BENEFITS

- Able to leverage cloud-based platforms while assuring data security
- Reduced cost and internal infrastructure
- More up-to-date systems continually managed by cloud providers

