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