Customer Success Story
Major Pharmaceutical Company

QUICK FACTS
HEADQUARTERS
Basel, Switzerland

INDUSTRY
Pharmaceuticals

PRODUCTS
Pharmaceuticals, over-the-counter drugs, vaccines, diagnostics, contact lenses, animal health

EMPLOYEES
120,000

REVENUE
$60 billion +

CIPHERCLOUD® PRODUCT
CipherCloud for Salesforce

OBJECTIVES
• Updating legacy CRM with cloud-based system
• Reducing operational costs, while increasing flexibility and integration capabilities

CHALLENGES AND OPPORTUNITIES
• Assuring continuous protection and exclusive access to sensitive PHI
• Protecting both structured and unstructured data
• Tokenization for information with strict data residency requirements and encryption for other data types

WHY CIPHERCLOUD
• Transparent to users, ensures critical adoption is not impacted
• Granular control by field, location, and type of data
• Flexible combination of encryption and tokenization
• Leading cloud security platform validated by major enterprises

IMPLEMENTATION HIGHLIGHTS
• Tokenization of sensitive PHI across a range of fields
• Integration with Dell Boomi platform and SSO systems
• Support for 200+ Salesforce users
• High-availability and redundancy

BENEFITS
• Enabling use of cloud-based systems for managing key applications
• Assuring compliance, and integrity of highly sensitive patient information, and protecting corporate reputation

CipherCloud™