



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

