



# Customer Success Story Top 5 Canadian Bank

## QUICK FACTS

### HEADQUARTERS

Toronto, Canada

### INDUSTRY

Banking

### PRODUCT

Retail & Business Banking,  
Wealth Mgmt., Wholesale  
Banking

### EMPLOYEES

42,000+

### CIPHERCLOUD® PRODUCT

CipherCloud for Salesforce

## CHALLENGES AND OPPORTUNITIES

- Develop banking CRM system for sharing M&A and IPO data
- Complying with PIPEDA privacy laws while risking data disclosure through the US Patriot Act.

## OBJECTIVES

- Protect structured and unstructured sensitive data (free form text fields and Chatter)
- Encrypt sensitive data to assure compliance
- Preserve usability of applications

## WHY CIPHERCLOUD

- Cloud Encryption platform tailored to Salesforce
- Support free form and custom data fields
- Support for mobile users
- Demonstrated performance
- Open platform support third-party SFDC partner applications

## IMPLEMENTATION HIGHLIGHTS

- High availability, load balanced, active-active gateway cluster with matching hot disaster recovery matching DR and development sites
- AES 256 encryption
- Integration with Cognos, Kerberos
- Custom VisualForce pages/Apex

## BENEFITS

- Enabled cloud initiative by meeting compliance requirements
- Met customer deployment timelines
- Drove 100% adoption to 450 users
- Testing demonstrated performance within 3% of unprotected Salesforce

