



Customer Success Story

Top 5 US Bank

QUICK FACTS

Top 5 US Bank, 9,000 branches in 39 state, 70 million customers

HEADQUARTERS

San Francisco, CA

INDUSTRY

Banking

PRODUCTS

Consumer & corporate banking, mortgage, credit cards

EMPLOYEES

250,000+

CIPHERCLOUD® PRODUCT

CipherCloud for Salesforce

CHALLENGES AND OPPORTUNITIES

- Corporate compliance policies: can't have two fields of sensitive customer data exposed in the same datacenter
- Multiple lines of business running separate over 50 Salesforce instances
- Need consistent enforcement across three lines of business: Wholesale, Wealth Brokerage, Consumer Lending

OBJECTIVES

- Encrypt consumer identities, credit and financial data
- Consolidate security across multiple Salesforce orgs
- Consistently enforce corporate policies across multiple bank groups

WHY CIPHERCLOUD

- Single platform supporting multiple orgs with range of security options
- Robust security platform validated by major banks and third-parties
- Deep integration with Force.com platform

IMPLEMENTATION HIGHLIGHTS

- Deployed in Investment Banking group with 1,200 users
- Clustered high availability deployment with hot disaster recovery
- Centralized security operations group to manage gateway as a service
- All Salesforce users must go through CipherCloud platform

BENEFITS

- Centralized policy control over all Salesforce users
- Assurance that customer information is not exposed in the cloud
- Streamlined operation and oversight over Salesforce operations

