



Customer Success Story Top European Telco

QUICK FACTS

Support to millions of businesses around the globe to enable and improve communication, collaboration, and business services

INDUSTRY

Global Telecommunications

EMPLOYEES

90,000+

CUSTOMERS

400+ million

CIPHERCLOUD® PRODUCT

CipherCloud for Salesforce

CHALLENGES AND OPPORTUNITIES

- Consolidate and standardize 14 existing Salesforce Orgs spanning 25+ countries with inconsistent schemas
- Ensure customer data is secured and regional privacy requirements are met

OBJECTIVES

- Deliver improved corporate business intelligence through enhanced Salesforce reporting
- Enforce compliance and privacy policies across at the corporate level
- Regain customer confidence after highly publicized data breach

WHY CIPHERCLOUD

- Granular field-level control for structured and free-form data
- Seamless integration with Salesforce platform and functionality
- CipherCloud Professional services' ability to work with Accenture and customized Salesforce migration tools

IMPLEMENTATION HIGHLIGHTS

- AES 256-bit encryption of 40+ fields
- 20,000+ internal users for first phase
- Collaborative project with Accenture, Salesforce, and CipherCloud
- Centralized Salesforce traffic through corporate data center in Germany

BENEFITS

- Improved business intelligence from consolidated Salesforce reports
- Salesforce extension to new business lines previously cloud restricted
- Cost savings from increased Salesforce.com utilization and efficiency
- Enabled compliance with regional and corporate data privacy requirements