

Customer Success Story

Top New Zealand Bank

QUICK FACTS

Top New Zealand bank operating continuously for over 150 years

HEADQUARTERS

Auckland, NZ

INDUSTRY

Banking

EMPLOYEES

5,000+

CIPHERCLOUD® PRODUCT

CipherCloud for Salesforce

CHALLENGES AND OPPORTUNITIES

- Migrate external banking applications to public cloud services
- Meet regulations against storing unencrypted data in the cloud
- Restrict offshore access to customer data

OBJECTIVES

- Enable collaboration while complying with APRA & NZ Privacy Act mandates
- Integrating security for CRM and email applications
- Ability to apply specific encryption policies for large numbers of fields
- Uploading more than 2 million existing records for encryption

WHY CIPHERCLOUD

- Leadership with Salesforce integration
- Only viable solution to meet volume and performance requirements
- Open platform enabling integration with multiple third-party systems

IMPLEMENTATION HIGHLIGHTS

- AES encryption of selective PII fields for data stored offshore
- Email gateway integration with URL exclusions
- 1,000 users initially – 4,000 planned
- Encrypting almost 100 SFDC fields
- Integration with IBM Data Stage, Big-IP-SSO and RIVA-Lotus Notes

BENEFITS

- Enabled major cloud initiative while assuring compliance with NZ laws
- Met aggressive customer deployment timelines despite major disruption from earthquake

